A8720-1

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

| AGRICULTURAL STATE | SEP 1986 | SEP 1985 | JUL-SEP 1986/87 | JUL-SEP 1985/86 |
|---|---|---|---|---|
| AL Alabama | 4,090 | 5,599 | 17,039 | 22,044 |
| AK Alaska | 167 | 0 | 727 | 0 |
| AZ Arizona | 101 | 26 | 232 | 63 |
| AR Arkansas | 2,994 | 3,228 | 3,438 | 6,450 |
| CA California | 5,071 | 4,661 | 9,830 | 10,384 |
| CO Colorado | 288 | 213 | 695 | 532 |
| CT Connecticut | 275 | 270 | 607 | 678 |
| DE Delaware | 2,150 | 2,206 | 2,456 | 2,925 |
| FL Florida | 14,089 | 9,681 | 26,273 | 23,557 |
| GA Georgia | 7,064 | 10,081 | 21,269 | 20,752 |
| HI Hawaii | 1,007 | 2,306 | 2,341 | 2,290 |
| ID Idaho | 1,830 | 1,567 | 3,668 | 3,679 |
| IL Illinois | 78,323 | 104,079 | 178,958 | 244,745 |
| IN Indiana | 60,090 | 56,684 | 78,955 | 98,086 |
| IA Iowa | 52,106 | 51,395 | 97,600 | 138,756 |
| KS Kansas | 3,360 | 2,921 | 7,193 | 7,000 |
| KY Kentucky | 10,543 | 6,556 | 23,245 | 23,577 |
| LA Louisiana | 6,602 | 3,117 | 7,890 | 7,242 |
| ME Maine | 198 | 60 | 365 | 225 |
| MD Maryland | 4,599 | 1,469 | 5,120 | 2,429 |
| MA Massachusetts | 572 | 338 | 811 | 734 |
| MI Michigan | 15,030 | 23,239 | 28,443 | 55,197 |
| MN Minnesota | 32,698 | 25,946 | 55,395 | 70,021 |
| MS Mississippi | 1,959 | 1,228 | 1,111 | 3,653 |
| MO Missouri | 26,805 | 21,425 | 57,113 | 56,493 |
| MT Montana | 1,422 | 939 | 2,252 | 1,585 |
| NE Nebraska | 874 | 1,117 | 1,957 | 3,455 |
| NV Nevada | 0 | 0 | 15 | 0 |
| NH New Hampshire | 36 | 59 | 102 | 182 |
| NJ New Jersey | 784 | 424 | 1,666 | 1,091 |
| NM New Mexico | 309 | 663 | 775 | 1,332 |
| NY New York | 2,894 | 3,545 | 7,276 | 9,591 |
| NC North Carolina | 2,434 | (1,441) | 7,502 | 20,266 |
| ND North Dakota | 1,969 | 2,916 | 4,150 | 5,148 |
| OH Ohio | 74,784 | 56,660 | 121,465 | 129,400 |
| OK Oklahoma | 3,378 | 2,707 | 6,397 | 5,996 |
| OR Oregon | 2,457 | 2,171 | 4,808 | 3,708 |
| PA Pennsylvania | 7,328 | 2,636 | 11,786 | 8,620 |
| RI Rhode Island | 59 | 108 | 119 | 310 |
| SC South Carolina | 1,441 | 4,623 | 18,936 | 11,141 |
| SD South Dakota | 722 | 358 | 1,026 | 1,276 |
| TN Tennessee | 4,821 | 16,058 | 14,711 | 27,347 |
| TX Texas | 13,521 | 8,469 | 25,197 | 24,926 |
| UT Utah | 2,106 | 1,167 | 2,845 | 134 |
| VT Vermont | 119 | 121 | 658 | 1,099 |
| VA Virginia | 3,327 | 13,699 | 3,818 | 22,868 |
| WA Washington | 2,048 | 1,438 | 4,970 | 6,798 |
| WV West Virginia | 162 | 191 | 430 | 354 |
| WI Wisconsin | 26,008 | 22,374 | 55,765 | 67,408 |
| WY Wyoming | 36 | 79 | 197 | 236 |
| TOTAL U.S.: | 485,050 | 479,376 | 929,597 | 1,155,783 |
| CANADA | | | | |
| AB Alberta | 1,915 | 1,707 | 2,875 | 2,829 |
| BC Brit. Columbia | 241 | 59 | 6,519 | 291 |
| MB Manitoba | 1,910 | 916 | 2,626 | 1,403 |
| NB New Brunswick | 782 | 167 | 1,188 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 108 |
| NS Nova Scotia | 259 | 80 | 338 | 1,226 |
| ON Ontario | 15,823 | 8,026 | 28,272 | 27,031 |
| PE Pr.Edward Isle | 1,047 | 47 | 1,228 | (304) |
| PQ Quebec | 8,581 | 22,026 | 10,008 | 27,234 |
| SK Saskatchewan | 696 | 486 | 971 | 947 |
| TOTAL CAN: | 31,254 | 33,514 | 54,025 | 60,765 |
| EXPORT SALES: | 300,972 | 234,749 | 859,653 | 609,533 |
| TOTAL AGRICULTURAL | 817,276 | 747,639 | 1,843,275 | 1,826,081 |
| Non-Ag U.S. | 30,259 | 29,987 | 79,885 | 93,330 |
| Canada | 1,720 | 1,910 | 3,627 | 6,566 |
| Exports | 8,168 | 3,895 | 12,400 | 12,866 |
| TOTAL NON-AGRICULTURAL | 40,147 | 35,792 | 95,912 | 112,762 |
| GRAND TOTAL..... | 857,423 | 783,431 | 1,939,187 | 1,938,843 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

SEPTEMBER, 1988

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 2,509 | 418 | 731 | 314 | 118 | 4,090 |
| AK Alaska | 0 | 29 | 138 | 0 | 0 | 167 |
| AZ Arizona | 24 | 0 | 31 | 0 | 46 | 101 |
| AR Arkansas | 0 | 0 | 2,920 | 0 | 74 | 2,994 |
| CA California | 1,814 | 1,309 | 888 | 40 | 1,020 | 5,071 |
| CO Colorado | 105 | 0 | 177 | 0 | 6 | 288 |
| CT Connecticut | 0 | 246 | 29 | 0 | 0 | 275 |
| DE Delaware | 0 | 0 | 2,059 | 0 | 91 | 2,150 |
| FL Florida | 7,601 | 1,031 | 733 | 2,102 | 2,622 | 14,089 |
| GA Georgia | 787 | 584 | 4,698 | 211 | 784 | 7,064 |
| HI Hawaii | 0 | 938 | 0 | 0 | 69 | 1,007 |
| ID Idaho | 204 | 734 | 887 | 0 | 5 | 1,830 |
| IL Illinois | 573 | 63,119 | 6,961 | 7,092 | 578 | 78,323 |
| IN Indiana | 2,788 | 46,305 | 7,284 | 3,627 | 86 | 60,090 |
| IA Iowa | 324 | 32,210 | 12,906 | 6,549 | 117 | 52,106 |
| KS Kansas | 167 | 681 | 2,221 | 210 | 81 | 3,360 |
| KY Kentucky | 28 | 9,579 | 913 | 0 | 23 | 10,543 |
| LA Louisiana | 376 | 78 | 5,909 | 215 | 24 | 6,602 |
| ME Maine | 0 | 0 | 198 | 0 | 0 | 198 |
| MD Maryland | 1,911 | 0 | 2,273 | 395 | 20 | 4,599 |
| MA Massachusetts | 0 | 0 | 378 | 169 | 25 | 572 |
| MI Michigan | 43 | 11,591 | 3,106 | 179 | 111 | 15,030 |
| MN Minnesota | 46 | 12,457 | 19,777 | 322 | 96 | 32,698 |
| MS Mississippi | 0 | 921 | 1,019 | 14 | 5 | 1,959 |
| MO Missouri | 1,009 | 5,782 | 17,837 | 2,132 | 45 | 26,805 |
| MT Montana | 19 | 37 | 1,318 | 42 | 6 | 1,422 |
| NE Nebraska | 45 | 50 | 496 | 232 | 51 | 874 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 36 | 0 | 0 | 36 |
| NJ New Jersey | 0 | 140 | 377 | 114 | 153 | 784 |
| NM New Mexico | 0 | 0 | 178 | 68 | 63 | 309 |
| NY New York | 0 | 258 | 2,519 | 15 | 102 | 2,894 |
| NC North Carolina | 42 | 1,252 | 793 | 215 | 132 | 2,434 |
| ND North Dakota | 0 | 651 | 1,252 | 22 | 44 | 1,969 |
| OH Ohio | 305 | 56,866 | 16,717 | 478 | 418 | 74,784 |
| OK Oklahoma | 59 | 245 | 2,563 | 427 | 84 | 3,378 |
| OR Oregon | 45 | 492 | 1,626 | 204 | 90 | 2,457 |
| PA Pennsylvania | 379 | 238 | 5,754 | 435 | 522 | 7,328 |
| RI Rhode Island | 0 | 0 | 59 | 0 | 0 | 59 |
| SC South Carolina | 0 | 741 | 362 | 0 | 338 | 1,441 |
| SD South Dakota | 0 | 200 | 522 | 0 | 0 | 722 |
| TN Tennessee | 0 | 2,295 | 2,422 | 77 | 27 | 4,821 |
| TX Texas | 2,384 | 3,460 | 6,526 | 710 | 441 | 13,521 |
| UT Utah | 2,074 | 0 | 15 | 0 | 17 | 2,106 |
| VT Vermont | 0 | 0 | 112 | 0 | 7 | 119 |
| VA Virginia | 853 | 483 | 1,224 | 561 | 206 | 3,327 |
| WA Washington | 298 | 151 | 1,531 | 52 | 16 | 2,048 |
| WV West Virginia | 0 | 136 | 26 | 0 | 0 | 162 |
| WI Wisconsin | 1,707 | 15,658 | 7,519 | 1,076 | 48 | 26,008 |
| WY Wyoming | 0 | 15 | 21 | 0 | 0 | 36 |
| TOTAL U.S.: | 28,519 | 271,380 | 148,041 | 28,299 | 8,811 | 485,050 |
| CANADA | | | | | | |
| AB Alberta | 0 | 188 | 1,566 | 161 | 0 | 1,915 |
| BC Brit. Columbia | 0 | 21 | 220 | 0 | 0 | 241 |
| MB Manitoba | 0 | 982 | 745 | 183 | 0 | 1,910 |
| NB New Brunswick | 0 | 771 | 11 | 0 | 0 | 782 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 60 | 199 | 0 | 0 | 259 |
| ON Ontario | 0 | 15,284 | 334 | 107 | 98 | 15,823 |
| PE Pr.Edward Isle | 0 | 0 | 1,047 | 0 | 0 | 1,047 |
| PQ Quebec | 0 | 795 | 7,782 | 0 | 4 | 8,581 |
| SK Saskatchewan | 0 | 0 | 672 | 24 | 0 | 696 |
| TOTAL CAN: | 0 | 18,101 | 12,576 | 475 | 102 | 31,254 |
| *EXPORT SALES: | 158,974 | 55,710 | 66,635 | 18,390 | 1,263 | 300,972 |
| TOTAL AG SALES... | 187,493 | 345,191 | 227,252 | 47,164 | 10,176 | 817,276 |
| NON-AG U.S. | 20,229 | - | - | 9,775 | 255 | 30,259 |
| NON-AG CANADA | 1,401 | - | - | 283 | 36 | 1,720 |
| *NON-AG EXPORTS | 462 | - | - | 7,706 | 0 | 8,168 |
| TOTAL NON-AG SALES | 22,092 | - | - | 17,764 | 291 | 40,147 |
| GRAND TOTAL..... | 209,585 | 345,191 | 227,252 | 64,928 | 10,467 | 857,423 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 2,351 | 3,531 | 13,963 | 0 | 0 | 19,845 |
| Belgium | 9,421 | 0 | 0 | 0 | 0 | 9,421 |
| Brazil | 9,969 | 39,224 | 39,088 | 3,450 | 253 | 92,004 |
| Chile | 7,390 | 0 | 0 | 0 | 0 | 7,390 |
| China | 26,525 | 0 | 0 | 0 | 0 | 26,525 |
| Columbia | 4,600 | 0 | 0 | 0 | 0 | 4,600 |
| Costa Rica | 0 | 0 | 960 | 0 | 351 | 1,311 |
| Dom. Republic | 0 | 0 | 2,946 | 0 | 469 | 3,415 |
| Guatemala | 4,402 | 0 | 0 | 0 | 0 | 4,402 |
| India | 42,784 | 0 | 0 | 0 | 0 | 42,784 |
| Italy | 7,744 | 0 | 0 | 0 | 0 | 7,744 |
| Jamaica | 0 | 1,760 | 0 | 0 | 0 | 1,760 |
| Japan | 10,741 | 11,195 | 5,354 | 14,905 | 0 | 42,195 |
| Korea | 12,698 | 0 | 0 | 0 | 0 | 12,698 |
| Malaysia | 2,601 | 0 | 0 | 0 | 159 | 2,760 |
| Mexico | 216 | 0 | 0 | 35 | 31 | 282 |
| Puerto Rico | 0 | 0 | 978 | 0 | 0 | 978 |
| South Africa | 0 | 0 | 3,346 | 0 | 0 | 3,346 |
| Taiwan | 17,512 | 0 | 0 | 0 | 0 | 17,512 |
| TOTAL AG: | 158,974 | 55,710 | 66,635 | 18,390 | 1,263 | 300,972 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 88 | - | - | 7,706 | 0 | 7,794 |
| Korea | 50 | - | - | 0 | 0 | 50 |
| Mexico | 324 | - | - | 0 | 0 | 324 |
| TOTAL NON-AG: | 462 | - | - | 7,706 | 0 | 8,168 |
| TOTAL EXPORTS: | 159,436 | 55,710 | 66,635 | 26,096 | 1,263 | 309,140 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 2,509 | 306 | 731 | 0 | 3,546 |
| AK Alaska | 0 | 29 | 138 | 0 | 167 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 2,327 | 0 | 2,327 |
| CA California | 0 | 0 | 0 | 40 | 40 |
| CO Colorado | 0 | 0 | 65 | 0 | 65 |
| CT Connecticut | 0 | 246 | 29 | 0 | 275 |
| DE Delaware | 0 | 0 | 2,059 | 0 | 2,059 |
| FL Florida | 7,601 | 1,031 | 733 | 2,102 | 11,467 |
| GA Georgia | 676 | 584 | 4,698 | 202 | 6,160 |
| HI Hawaii | 0 | 938 | 0 | 0 | 938 |
| ID Idaho | 0 | 86 | 535 | 0 | 621 |
| IL Illinois | 566 | 63,119 | 6,778 | 7,092 | 77,555 |
| IN Indiana | 2,788 | 46,305 | 7,284 | 3,627 | 60,004 |
| IA Iowa | 305 | 32,176 | 11,919 | 6,549 | 50,949 |
| KS Kansas | 0 | 14 | 103 | 76 | 193 |
| KY Kentucky | 13 | 9,579 | 913 | 0 | 10,505 |
| LA Louisiana | 0 | 0 | 5,566 | 0 | 5,566 |
| ME Maine | 0 | 0 | 198 | 0 | 198 |
| MD Maryland | 1,911 | 0 | 2,273 | 395 | 4,579 |
| MA Massachusetts | 0 | 0 | 378 | 138 | 516 |
| MI Michigan | 40 | 11,591 | 3,106 | 179 | 14,916 |
| MN Minnesota | 46 | 12,457 | 19,777 | 322 | 32,602 |
| MS Mississippi | 0 | 921 | 30 | 0 | 951 |
| MO Missouri | 304 | 5,524 | 12,764 | 2,019 | 20,611 |
| MT Montana | 19 | 37 | 1,318 | 42 | 1,416 |
| NE Nebraska | 0 | 17 | 289 | 232 | 538 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 36 | 0 | 36 |
| NJ New Jersey | 0 | 140 | 377 | 114 | 631 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 258 | 2,519 | 15 | 2,792 |
| NC North Carolina | 38 | 1,252 | 793 | 215 | 2,298 |
| ND North Dakota | 0 | 651 | 1,252 | 22 | 1,925 |
| OH Ohio | 305 | 60,466 | 16,717 | 478 | 77,966 |
| OK Oklahoma | 0 | 27 | 76 | 395 | 498 |
| OR Oregon | 0 | 297 | 1,486 | 204 | 1,987 |
| PA Pennsylvania | 364 | 238 | 5,754 | 435 | 6,791 |
| RI Rhode Island | 0 | 0 | 59 | 0 | 59 |
| SC South Carolina | 0 | 741 | 362 | 0 | 1,103 |
| SD South Dakota | 0 | 200 | 522 | 0 | 722 |
| TN Tennessee | 0 | 2,295 | 2,422 | 63 | 4,780 |
| TX Texas | 0 | 0 | 47 | 63 | 110 |
| UT Utah | 2,074 | 0 | 0 | 0 | 2,074 |
| VT Vermont | 0 | 0 | 112 | 0 | 112 |
| VA Virginia | 853 | 483 | 1,224 | 561 | 3,121 |
| WA Washington | 54 | 151 | 1,501 | 52 | 1,758 |
| WV West Virginia | 0 | 136 | 26 | 0 | 162 |
| WI Wisconsin | 1,707 | 15,658 | 7,519 | 1,076 | 25,960 |
| WY Wyoming | 0 | 0 | 21 | 0 | 21 |
| TOTAL U.S.: | 22,173 | 267,953 | 126,836 | 26,708 | 443,670 |
| CANADA | | | | | |
| AB Alberta | 0 | 188 | 1,566 | 161 | 1,915 |
| BC Brit. Columbia | 0 | 21 | 220 | 0 | 241 |
| MB Manitoba | 0 | 982 | 745 | 183 | 1,910 |
| NB New Brunswick | 0 | 771 | 11 | 0 | 782 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 60 | 199 | 0 | 259 |
| ON Ontario | 0 | 15,284 | 334 | 107 | 15,725 |
| PE Pr.Edward Isle | 0 | 0 | 1,047 | 0 | 1,047 |
| PQ Quebec | 0 | 795 | 7,782 | 0 | 8,577 |
| SK Saskatchewan | 0 | 0 | 672 | 24 | 696 |
| TOTAL CAN: | 0 | 18,101 | 12,576 | 475 | 31,152 |
| *EXPORT SALES: | 129,772 | 55,710 | 61,751 | 18,355 | 265,588 |
| TOTAL AG SALES.... | 151,945 | 341,764 | 201,163 | 45,538 | 740,410 |
| NON-AG U.S. | 10,713 | - | - | 9,775 | 20,488 |
| NON-AG CANADA | 1,401 | - | - | 283 | 1,684 |
| *NON-AG EXPORTS | 125 | - | - | 7,706 | 7,831 |
| TOTAL NON-AG SALES | 12,239 | - | - | 17,764 | 30,003 |
| GRAND TOTAL..... | 164,184 | 341,764 | 201,163 | 63,302 | 770,413 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 2,351 | 3,531 | 13,963 | 0 | 19,845 |
| Brazil | 9,989 | 39,224 | 39,088 | 3,450 | 91,751 |
| Chile | 7,390 | 0 | 0 | 0 | 7,390 |
| China | 26,525 | 0 | 0 | 0 | 26,525 |
| Columbia | 4,600 | 0 | 0 | 0 | 4,600 |
| Guatemala | 4,402 | 0 | 0 | 0 | 4,402 |
| India | 42,784 | 0 | 0 | 0 | 42,784 |
| Italy | 7,744 | 0 | 0 | 0 | 7,744 |
| Jamaica | 0 | 1,760 | 0 | 0 | 1,760 |
| Japan | 8,688 | 11,195 | 5,354 | 14,905 | 40,142 |
| Korea | 12,698 | 0 | 0 | 0 | 12,698 |
| Malaysia | 2,601 | 0 | 0 | 0 | 2,601 |
| South Africa | 0 | 0 | 3,346 | 0 | 3,346 |
| TOTAL AG: | 129,772 | 55,710 | 61,751 | 18,355 | 265,588 |
| NON-AGRICULTURAL | | | | | |
| Japan | 75 | - | - | 7,706 | 7,781 |
| Korea | 50 | - | - | 0 | 50 |
| TOTAL NON-AG: | 125 | - | - | 7,706 | 7,831 |
| TOTAL EXPORTS: | 129,897 | 55,710 | 61,751 | 26,061 | 273,419 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 112 | 0 | 314 | 118 | 544 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 24 | 0 | 31 | 0 | 46 | 101 |
| AR Arkansas | 0 | 0 | 593 | 0 | 74 | 667 |
| CA California | 1,814 | 1,309 | 888 | 0 | 1,020 | 5,031 |
| CO Colorado | 105 | 0 | 112 | 0 | 6 | 223 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 91 | 91 |
| FL Florida | 0 | 0 | 0 | 0 | 2,622 | 2,622 |
| GA Georgia | 111 | 0 | 0 | 9 | 784 | 904 |
| HI Hawaii | 0 | 0 | 0 | 0 | 69 | 69 |
| ID Idaho | 204 | 648 | 352 | 0 | 5 | 1,209 |
| IL Illinois | 7 | 0 | 183 | 0 | 578 | 768 |
| IN Indiana | 0 | 0 | 0 | 0 | 86 | 86 |
| IA Iowa | 19 | 34 | 987 | 0 | 117 | 1,157 |
| KS Kansas | 167 | 667 | 2,118 | 134 | 81 | 3,167 |
| KY Kentucky | 15 | 0 | 0 | 0 | 23 | 38 |
| LA Louisiana | 376 | 78 | 343 | 215 | 24 | 1,036 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 20 | 20 |
| MA Massachusetts | 0 | 0 | 0 | 31 | 25 | 56 |
| MI Michigan | 3 | 0 | 0 | 0 | 111 | 114 |
| MN Minnesota | 0 | 0 | 0 | 0 | 96 | 96 |
| MS Mississippi | 0 | 0 | 989 | 14 | 5 | 1,008 |
| MO Missouri | 705 | 258 | 5,073 | 113 | 45 | 6,194 |
| MT Montana | 0 | 0 | 0 | 0 | 6 | 6 |
| NE Nebraska | 45 | 33 | 207 | 0 | 51 | 336 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 153 | 153 |
| NM New Mexico | 0 | 0 | 178 | 68 | 63 | 309 |
| NY New York | 0 | 0 | 0 | 0 | 102 | 102 |
| NC North Carolina | 4 | 0 | 0 | 0 | 132 | 136 |
| ND North Dakota | 0 | 0 | 0 | 0 | 44 | 44 |
| OH Ohio | 0 | (3,600) | 0 | 0 | 418 | (3,182) |
| OK Oklahoma | 59 | 218 | 2,487 | 32 | 84 | 2,880 |
| OR Oregon | 45 | 195 | 140 | 0 | 90 | 470 |
| PA Pennsylvania | 15 | 0 | 0 | 0 | 522 | 537 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 338 | 338 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 0 | 14 | 27 | 41 |
| TX Texas | 2,384 | 3,460 | 6,479 | 647 | 441 | 13,411 |
| UT Utah | 0 | 0 | 15 | 0 | 17 | 32 |
| VT Vermont | 0 | 0 | 0 | 0 | 7 | 7 |
| VA Virginia | 0 | 0 | 0 | 0 | 206 | 206 |
| WA Washington | 244 | 0 | 30 | 0 | 16 | 290 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 48 | 48 |
| WY Wyoming | 0 | 15 | 0 | 0 | 0 | 15 |
| TOTAL U.S.: | 6,346 | 3,427 | 21,205 | 1,591 | 8,811 | 41,380 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 98 | 98 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 4 | 4 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 102 | 102 |
| *EXPORT SALES: | 29,202 | 0 | 4,884 | 35 | 1,263 | 35,384 |
| TOTAL AG SALES.... | 35,548 | 3,427 | 26,089 | 1,626 | 10,176 | 76,866 |
| NON-AG U.S. | 9,516 | - | - | 0 | 255 | 9,771 |
| NON-AG CANADA | 0 | - | - | 0 | 36 | 36 |
| *NON-AG EXPORTS | 337 | - | - | 0 | 0 | 337 |
| TOTAL NON-AG SALES | 9,853 | - | - | 0 | 291 | 10,144 |
| GRAND TOTAL..... | 45,401 | 3,427 | 26,089 | 1,626 | 10,467 | 87,010 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

SEPTEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Belgium | 9,421 | 0 | 0 | 0 | 0 | 9,421 |
| Brazil | 0 | 0 | 0 | 0 | 253 | 253 |
| Costa Rica | 0 | 0 | 960 | 0 | 351 | 1,311 |
| Dom. Republic | 0 | 0 | 2,946 | 0 | 469 | 3,415 |
| Japan | 2,053 | 0 | 0 | 0 | 0 | 2,053 |
| Malaysia | 0 | 0 | 0 | 0 | 159 | 159 |
| Mexico | 216 | 0 | 0 | 35 | 31 | 282 |
| Puerto Rico | 0 | 0 | 978 | 0 | 0 | 978 |
| Taiwan | 17,512 | 0 | 0 | 0 | 0 | 17,512 |
| TOTAL AG: | 29,202 | 0 | 4,884 | 35 | 1,263 | 35,384 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 13 | - | - | 0 | 0 | 13 |
| Mexico | 324 | - | - | 0 | 0 | 324 |
| TOTAL NON-AG: | 337 | - | - | 0 | 0 | 337 |
| TOTAL EXPORTS: | 29,539 | 0 | 4,884 | 35 | 1,263 | 35,721 |

1/6/87 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

| AGRICULTURAL STATE | OCT 1986 | OCT 1985 | JUL-OCT 1986/87 | JUL-OCT 1985/86 |
|---|---|---|---|---|
| AL Alabama | 2,426 | 4,534 | 19,465 | 26,578 |
| AK Alaska | 0 | 0 | 727 | 0 |
| AZ Arizona | 191 | 30 | 423 | 93 |
| AR Arkansas | 2,809 | 2,940 | 6,247 | 9,390 |
| CA California | 6,999 | 5,270 | 16,829 | 15,654 |
| CO Colorado | 373 | 364 | 1,068 | 896 |
| CT Connecticut | 269 | 251 | 876 | 929 |
| DE Delaware | 2,562 | 2,426 | 5,018 | 5,351 |
| FL Florida | 6,343 | 10,560 | 32,616 | 34,117 |
| GA Georgia | 3,012 | 17,598 | 24,281 | 38,350 |
| HI Hawaii | 100 | 0 | 2,441 | 2,290 |
| ID Idaho | 3,142 | 3,018 | 6,810 | 6,697 |
| IL Illinois | 47,395 | 63,511 | 226,353 | 308,256 |
| IN Indiana | 23,139 | 38,933 | 102,094 | 137,019 |
| IA Iowa | 19,383 | 21,246 | 116,983 | 160,002 |
| KS Kansas | 1,177 | 4,110 | 8,370 | 11,110 |
| KY Kentucky | 9,508 | 5,282 | 32,753 | 28,859 |
| LA Louisiana | 3,442 | 2,598 | 11,332 | 9,840 |
| ME Maine | 18 | 732 | 383 | 957 |
| MD Maryland | 1,251 | 1,310 | 6,371 | 3,739 |
| MA Massachusetts | 361 | 432 | 1,172 | 1,166 |
| MI Michigan | 14,176 | 30,736 | 42,619 | 85,933 |
| MN Minnesota | 19,123 | 12,669 | 74,518 | 82,690 |
| MS Mississippi | 2,079 | 1,036 | 3,190 | 4,689 |
| MO Missouri | 5,795 | 10,413 | 62,908 | 66,906 |
| MT Montana | 652 | 589 | 2,904 | 2,174 |
| NE Nebraska | 657 | 1,800 | 2,614 | 5,255 |
| NV Nevada | 12 | 0 | 27 | 0 |
| NH New Hampshire | 25 | 16 | 127 | 198 |
| NJ New Jersey | 871 | 738 | 2,537 | 1,829 |
| NM New Mexico | 697 | 519 | 1,472 | 1,851 |
| NY New York | 1,681 | 3,354 | 8,957 | 12,945 |
| NC North Carolina | 4,167 | 6,980 | 11,669 | 27,246 |
| ND North Dakota | 1,674 | 926 | 5,824 | 6,074 |
| OH Ohio | 27,748 | 42,323 | 149,313 | 171,723 |
| OK Oklahoma | 641 | 1,405 | 7,038 | 7,401 |
| OR Oregon | 1,994 | 1,284 | 6,802 | 4,992 |
| PA Pennsylvania | 1,662 | 5,217 | 13,448 | 13,837 |
| RI Rhode Island | 119 | 122 | 238 | 432 |
| SC South Carolina | 1,254 | 3,065 | 20,190 | 14,206 |
| SD South Dakota | 214 | 191 | 1,240 | 1,467 |
| TN Tennessee | 5,098 | 4,868 | 19,809 | 32,215 |
| TX Texas | 7,867 | 11,464 | 33,064 | 36,390 |
| UT Utah | 341 | 3,964 | 3,186 | 4,098 |
| VT Vermont | 152 | 115 | 810 | 1,214 |
| VA Virginia | 1,817 | 3,666 | 5,635 | 26,534 |
| WA Washington | 1,784 | 1,160 | 6,754 | 7,958 |
| WV West Virginia | (105) | 372 | 325 | 726 |
| WI Wisconsin | 11,210 | 10,151 | 66,975 | 77,559 |
| WY Wyoming | 84 | 105 | 281 | 341 |
| TOTAL U.S.: | 247,389 | 344,393 | 1,176,986 | 1,500,176 |
| CANADA | | | | |
| AB Alberta | 1,378 | 2,025 | 4,253 | 4,854 |
| BC Brit. Columbia | 173 | 1,675 | 6,692 | 1,966 |
| MB Manitoba | 2,443 | 2,021 | 5,069 | 3,424 |
| NB New Brunswick | 992 | 14 | 2,138 | 14 |
| NF Newfoundland | 0 | 0 | 0 | 108 |
| NS Nova Scotia | 203 | 121 | 541 | 1,347 |
| ON Ontario | 4,446 | 25,698 | 32,718 | 52,729 |
| PE Pr.Edward Isle | 1,017 | 0 | 2,245 | (304) |
| PQ Quebec | 6,741 | 17,800 | 16,749 | 45,034 |
| SK Saskatchewan | 1,343 | 714 | 2,314 | 1,661 |
| TOTAL CAN: | 18,736 | 50,068 | 72,761 | 110,833 |
| EXPORT SALES: | 265,153 | 189,772 | 1,124,806 | 799,305 |
| TOTAL AG SALES | 531,278 | 584,233 | 2,374,553 | 2,410,314 |
| Non-Ag U.S. | 31,470 | 37,297 | 111,355 | 130,627 |
| Canada | 1,510 | 2,601 | 5,137 | 9,167 |
| Exports | 3,724 | 17,094 | 16,124 | 29,960 |
| TOTAL NON-AG | 36,704 | 56,992 | 132,616 | 169,754 |
| GRAND TOTAL..... | 567,982 | 641,225 | 2,507,169 | 2,580,068 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 365 | 223 | 1,082 | 577 | 179 | 2,426 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 40 | 0 | 79 | 0 | 72 | 191 |
| AR Arkansas | 0 | 0 | 2,696 | 43 | 70 | 2,809 |
| CA California | 2,888 | 2,429 | 696 | 27 | 959 | 6,999 |
| CO Colorado | 296 | 0 | 77 | 0 | 0 | 373 |
| CT Connecticut | 0 | 122 | 75 | 0 | 72 | 269 |
| DE Delaware | 0 | 0 | 2,497 | 40 | 25 | 2,562 |
| FL Florida | 2,792 | 902 | 1,098 | (190) | 1,741 | 6,343 |
| GA Georgia | 1,285 | 138 | 1,091 | 249 | 249 | 3,012 |
| HI Hawaii | 0 | 69 | 31 | 0 | 0 | 100 |
| ID Idaho | 279 | 1,112 | 1,751 | 0 | 0 | 3,142 |
| IL Illinois | 619 | 36,360 | 7,407 | 2,957 | 52 | 47,395 |
| IN Indiana | 887 | 19,642 | 1,236 | 1,241 | 133 | 23,139 |
| IA Iowa | 74 | 12,352 | 3,995 | 2,939 | 23 | 19,383 |
| KS Kansas | 184 | 16 | 812 | 127 | 38 | 1,177 |
| KY Kentucky | 0 | 6,303 | 2,779 | 0 | 426 | 9,508 |
| LA Louisiana | 0 | 46 | 2,286 | 1,108 | 2 | 3,442 |
| ME Maine | 0 | 0 | 18 | 0 | 0 | 18 |
| MD Maryland | 0 | 0 | 549 | 678 | 24 | 1,251 |
| MA Massachusetts | 0 | 0 | 361 | 0 | 0 | 361 |
| MI Michigan | 65 | 12,208 | 1,679 | 224 | 0 | 14,176 |
| MN Minnesota | 109 | 8,936 | 9,811 | 234 | 33 | 19,123 |
| MS Mississippi | 0 | 0 | 45 | 1,873 | 161 | 2,079 |
| MO Missouri | 4 | 227 | 5,096 | 406 | 62 | 5,795 |
| MT Montana | 0 | 0 | 525 | 127 | 0 | 652 |
| NE Nebraska | 61 | 176 | 230 | 106 | 84 | 657 |
| NV Nevada | 0 | 0 | 0 | 0 | 12 | 12 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 25 | 25 |
| NJ New Jersey | 0 | 419 | 163 | 165 | 124 | 871 |
| NM New Mexico | 0 | 0 | 12 | 597 | 88 | 697 |
| NY New York | 30 | 180 | 1,447 | 0 | 24 | 1,681 |
| NC North Carolina | 938 | 1,514 | 1,481 | 170 | 64 | 4,167 |
| ND North Dakota | 0 | 571 | 1,080 | 23 | 0 | 1,674 |
| OH Ohio | 243 | 14,500 | 7,796 | 4,787 | 422 | 27,748 |
| OK Oklahoma | 88 | 43 | 395 | 74 | 41 | 641 |
| OR Oregon | 34 | 497 | 1,452 | 0 | 11 | 1,994 |
| PA Pennsylvania | (107) | 61 | 1,180 | 500 | 28 | 1,662 |
| RI Rhode Island | 0 | 59 | 60 | 0 | 0 | 119 |
| SC South Carolina | 0 | 455 | 356 | 25 | 418 | 1,254 |
| SD South Dakota | 0 | 40 | 174 | 0 | 0 | 214 |
| TN Tennessee | 0 | 3,198 | 1,900 | 0 | 0 | 5,098 |
| TX Texas | 2,390 | 2,525 | 2,164 | 523 | 265 | 7,867 |
| UT Utah | 57 | 0 | 284 | 0 | 0 | 341 |
| VT Vermont | 0 | 0 | 152 | 0 | 0 | 152 |
| VA Virginia | 88 | 248 | 677 | 754 | 50 | 1,817 |
| WA Washington | 655 | 275 | 788 | 41 | 25 | 1,784 |
| WV West Virginia | 0 | (105) | 0 | 0 | 0 | (105) |
| WI Wisconsin | 858 | 5,056 | 4,860 | 387 | 49 | 11,210 |
| WY Wyoming | 0 | 15 | 69 | 0 | 0 | 84 |
| TOTAL U.S.: | 15,222 | 130,812 | 74,492 | 20,812 | 6,051 | 247,389 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 1,233 | 145 | 0 | 1,378 |
| BC Brit. Columbia | 0 | 43 | 130 | 0 | 0 | 173 |
| MB Manitoba | 0 | 356 | 1,727 | 360 | 0 | 2,443 |
| NB New Brunswick | 0 | 934 | 58 | 0 | 0 | 992 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 203 | 0 | 0 | 203 |
| ON Ontario | 13 | 1,047 | 3,020 | 109 | 257 | 4,446 |
| PE Pr.Edward Isle | 0 | 0 | 1,017 | 0 | 0 | 1,017 |
| PQ Quebec | 0 | 3,428 | 3,288 | 0 | 25 | 6,741 |
| SK Saskatchewan | 0 | 0 | 1,313 | 30 | 0 | 1,343 |
| TOTAL CAN: | 13 | 5,808 | 11,989 | 644 | 282 | 18,736 |
| *EXPORT SALES: | 156,558 | 28,962 | 60,761 | 17,612 | 1,260 | 265,153 |
| TOTAL AG SALES | 171,793 | 165,582 | 147,242 | 39,068 | 7,593 | 531,278 |
| NON-AG U.S. | 24,299 | - | - | 4,576 | 2,595 | 31,470 |
| NON-AG CANADA | 1,253 | - | - | 222 | 35 | 1,510 |
| *NON-AG EXPORTS | 947 | - | - | 2,777 | 0 | 3,724 |
| TOTAL NON-AG: | 26,499 | 0 | 0 | 7,575 | 2,630 | 36,704 |
| GRAND TOTAL | 198,292 | 165,582 | 147,242 | 46,643 | 10,223 | 567,982 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K20)

OCTOBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 1,147 | 1,147 |
| Australia | 0 | 0 | 3,513 | 0 | 0 | 3,513 |
| Brazil | 10,246 | 27,617 | 54,572 | 0 | 0 | 92,435 |
| China | 18,821 | 0 | 0 | 0 | 0 | 18,821 |
| Costa Rica | 3,527 | 0 | 0 | 0 | 0 | 3,527 |
| Denmark | 5,443 | 0 | 0 | 0 | 0 | 5,443 |
| India | 42,084 | 0 | 0 | 0 | 0 | 42,084 |
| Japan | 24,556 | 1,345 | 2,676 | 10,021 | 4 | 38,602 |
| Korea | 19,824 | 0 | 0 | 7,591 | 24 | 27,439 |
| Malaysia | 5,994 | 0 | 0 | 0 | 0 | 5,994 |
| Mexico | 412 | 0 | 0 | 0 | 74 | 486 |
| New Zealand | 121 | 0 | 0 | 0 | 0 | 121 |
| Puerto Rico | 0 | 0 | 0 | 0 | 11 | 11 |
| Sri Lanka | 3,527 | 0 | 0 | 0 | 0 | 3,527 |
| Switzerland | 17,333 | 0 | 0 | 0 | 0 | 17,333 |
| Taiwan | 4,670 | 0 | 0 | 0 | 0 | 4,670 |
| TOTAL AG: | 156,558 | 28,962 | 60,761 | 17,612 | 1,260 | 265,153 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 114 | - | - | 2,777 | 0 | 2,891 |
| Korea | 88 | - | - | 0 | 0 | 88 |
| Mexico | 295 | - | - | 0 | 0 | 295 |
| Sweden | 348 | - | - | 0 | 0 | 348 |
| United Kingdom | 102 | - | - | 0 | 0 | 102 |
| TOTAL NON-AG: | 947 | - | - | 2,777 | 0 | 3,724 |
| TOTAL EXPORTS: | 157,505 | 28,962 | 60,761 | 20,389 | 1,260 | 268,877 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K20)

OCTOBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 365 | 0 | 990 | 250 | 1,605 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 2,442 | 30 | 2,472 |
| CA California | 0 | 0 | 23 | 27 | 50 |
| CO Colorado | 0 | 0 | 16 | 0 | 16 |
| CT Connecticut | 0 | 122 | 75 | 0 | 197 |
| DE Delaware | 0 | 0 | 2,497 | 40 | 2,537 |
| FL Florida | 2,792 | 902 | 1,098 | (190) | 4,602 |
| GA Georgia | 165 | 138 | 1,091 | 249 | 1,643 |
| HI Hawaii | 0 | 0 | 31 | 0 | 31 |
| ID Idaho | 0 | 80 | 1,257 | 0 | 1,337 |
| IL Illinois | 619 | 36,360 | 5,587 | 2,945 | 45,511 |
| IN Indiana | 887 | 19,642 | 1,236 | 1,241 | 23,006 |
| IA Iowa | 61 | 12,352 | 3,601 | 2,939 | 18,953 |
| KS Kansas | 0 | 0 | 64 | 25 | 89 |
| KY Kentucky | 0 | 6,303 | 2,779 | 0 | 9,082 |
| LA Louisiana | 0 | 0 | 2,087 | 983 | 3,070 |
| ME Maine | 0 | 0 | 18 | 0 | 18 |
| MD Maryland | 0 | 0 | 549 | 678 | 1,227 |
| MA Massachusetts | 0 | 0 | 361 | 0 | 361 |
| MI Michigan | 65 | 12,208 | 1,679 | 210 | 14,162 |
| MN Minnesota | 109 | 8,936 | 9,811 | 232 | 19,088 |
| MS Mississippi | 0 | 0 | 30 | 1,873 | 1,903 |
| MO Missouri | 0 | 212 | 3,608 | 308 | 4,128 |
| MT Montana | 0 | 0 | 510 | 127 | 637 |
| NE Nebraska | 0 | 176 | 184 | 106 | 466 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 419 | 163 | 165 | 747 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 30 | 180 | 1,447 | 0 | 1,657 |
| NC North Carolina | 938 | 1,514 | 1,481 | 170 | 4,103 |
| ND North Dakota | 0 | 571 | 1,080 | 23 | 1,674 |
| OH Ohio | 243 | 10,900 | 7,796 | 4,787 | 23,726 |
| OK Oklahoma | 0 | 43 | 12 | 29 | 84 |
| OR Oregon | 0 | 230 | 980 | 0 | 1,210 |
| PA Pennsylvania | (121) | 61 | 1,180 | 500 | 1,620 |
| RI Rhode Island | 0 | 59 | 60 | 0 | 119 |
| SC South Carolina | 0 | 455 | 356 | 0 | 811 |
| SD South Dakota | 0 | 40 | 174 | 0 | 214 |
| TN Tennessee | 0 | 3,198 | 1,870 | 0 | 5,068 |
| TX Texas | 0 | 0 | 121 | 68 | 189 |
| UT Utah | 57 | 0 | 0 | 0 | 57 |
| VT Vermont | 0 | 0 | 152 | 0 | 152 |
| VA Virginia | 88 | 248 | 677 | 754 | 1,767 |
| WA Washington | 54 | 184 | 758 | 41 | 1,037 |
| WV West Virginia | 0 | (105) | 0 | 0 | (105) |
| WI Wisconsin | 839 | 5,056 | 4,860 | 387 | 11,142 |
| WY Wyoming | 0 | 0 | 69 | 0 | 69 |
| TOTAL U.S.: | 7,191 | 120,484 | 64,860 | 18,997 | 211,532 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 1,233 | 145 | 1,378 |
| BC Brit. Columbia | 0 | 43 | 130 | 0 | 173 |
| MB Manitoba | 0 | 356 | 1,727 | 360 | 2,443 |
| NB New Brunswick | 0 | 934 | 58 | 0 | 992 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 203 | 0 | 203 |
| ON Ontario | 13 | 1,047 | 3,078 | 109 | 4,247 |
| PE Pr.Edward Isle | 0 | 0 | 1,017 | 0 | 1,017 |
| PQ Quebec | 0 | 3,428 | 3,288 | 0 | 6,716 |
| SK Saskatchewan | 0 | 0 | 1,313 | 30 | 1,343 |
| TOTAL CAN: | 13 | 5,808 | 12,047 | 644 | 18,512 |
| *EXPORT SALES: | 133,099 | 20,987 | 47,796 | 14,699 | 216,581 |
| TOTAL AG SALES | 140,303 | 147,279 | 124,703 | 34,340 | 446,625 |
| NON-AG U.S. | 15,151 | - | - | 4,576 | 19,727 |
| NON-AG CANADA | 1,253 | - | - | 222 | 1,475 |
| *NON-AG EXPORTS | 304 | - | - | 2,777 | 3,081 |
| TOTAL NON-AG: | 16,708 | 0 | 0 | 7,575 | 24,283 |
| GRAND TOTAL | 157,011 | 147,279 | 124,703 | 41,915 | 470,908 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K20)

OCTOBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 0 | 3,513 | 0 | 3,513 |
| Brazil | 10,246 | 19,642 | 41,607 | 0 | 71,495 |
| China | 5,240 | 0 | 0 | 0 | 5,240 |
| Costa Rica | 3,527 | 0 | 0 | 0 | 3,527 |
| Denmark | 5,443 | 0 | 0 | 0 | 5,443 |
| India | 42,084 | 0 | 0 | 0 | 42,084 |
| Japan | 19,886 | 1,345 | 2,676 | 7,108 | 31,015 |
| Korea | 19,819 | 0 | 0 | 7,591 | 27,410 |
| Malaysia | 5,994 | 0 | 0 | 0 | 5,994 |
| Sri Lanka | 3,527 | 0 | 0 | 0 | 3,527 |
| Switzerland | 17,333 | 0 | 0 | 0 | 17,333 |
| TOTAL AG: | 133,099 | 20,987 | 47,796 | 14,699 | 216,581 |
| NON-AGRICULTURAL | | | | | |
| Japan | 114 | - | - | 2,777 | 2,891 |
| Korea | 88 | - | - | 0 | 88 |
| United Kingdom | 102 | - | - | 0 | 102 |
| TOTAL NON-AG: | 304 | - | - | 2,777 | 3,081 |
| TOTAL EXPORTS: | 133,403 | 20,987 | 47,796 | 17,476 | 219,662 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

OCTOBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 223 | 92 | 327 | 179 | 821 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 40 | 0 | 79 | 0 | 72 | 191 |
| AR Arkansas | 0 | 0 | 254 | 13 | 70 | 337 |
| CA California | 2,888 | 2,429 | 673 | 0 | 959 | 6,949 |
| CO Colorado | 296 | 0 | 61 | 0 | 0 | 357 |
| CT Connecticut | 0 | 0 | 0 | 0 | 72 | 72 |
| DE Delaware | 0 | 0 | 0 | 0 | 25 | 25 |
| FL Florida | 0 | 0 | 0 | 0 | 1,741 | 1,741 |
| GA Georgia | 1,120 | 0 | 0 | 0 | 249 | 1,369 |
| HI Hawaii | 0 | 69 | 0 | 0 | 0 | 69 |
| ID Idaho | 279 | 1,032 | 494 | 0 | 0 | 1,805 |
| IL Illinois | 0 | 0 | 1,820 | 12 | 52 | 1,884 |
| IN Indiana | 0 | 0 | 0 | 0 | 133 | 133 |
| IA Iowa | 13 | 0 | 394 | 0 | 23 | 430 |
| KS Kansas | 184 | 16 | 748 | 102 | 38 | 1,088 |
| KY Kentucky | 0 | 0 | 0 | 0 | 426 | 426 |
| LA Louisiana | 0 | 46 | 199 | 125 | 2 | 372 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 24 | 24 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 0 | 0 |
| MI Michigan | 0 | 0 | 0 | 14 | 0 | 14 |
| MN Minnesota | 0 | 0 | 0 | 2 | 33 | 35 |
| MS Mississippi | 0 | 0 | 15 | 0 | 161 | 176 |
| MO Missouri | 4 | 15 | 1,488 | 98 | 62 | 1,667 |
| MT Montana | 0 | 0 | 15 | 0 | 0 | 15 |
| NE Nebraska | 61 | 0 | 46 | 0 | 84 | 191 |
| NV Nevada | 0 | 0 | 0 | 0 | 12 | 12 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 25 | 25 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 124 | 124 |
| NM New Mexico | 0 | 0 | 12 | 597 | 88 | 697 |
| NY New York | 0 | 0 | 0 | 0 | 24 | 24 |
| NC North Carolina | 0 | 0 | 0 | 0 | 64 | 64 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 3,600 | 0 | 0 | 422 | 4,022 |
| OK Oklahoma | 88 | 0 | 383 | 45 | 41 | 557 |
| OR Oregon | 34 | 267 | 472 | 0 | 11 | 784 |
| PA Pennsylvania | 14 | 0 | 0 | 0 | 28 | 42 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 25 | 418 | 443 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 30 | 0 | 0 | 30 |
| TX Texas | 2,390 | 2,525 | 2,043 | 455 | 265 | 7,678 |
| UT Utah | 0 | 0 | 284 | 0 | 0 | 284 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 0 | 0 | 0 | 50 | 50 |
| WA Washington | 601 | 91 | 30 | 0 | 25 | 747 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 19 | 0 | 0 | 0 | 49 | 68 |
| WY Wyoming | 0 | 15 | 0 | 0 | 0 | 15 |
| TOTAL U.S.: | 8,031 | 10,328 | 9,632 | 1,815 | 6,051 | 35,857 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | (58) | 0 | 257 | 199 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 25 | 25 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | (58) | 0 | 282 | 224 |
| *EXPORT SALES: | 23,459 | 7,975 | 12,965 | 2,913 | 1,260 | 48,572 |
| TOTAL AG SALES | 31,490 | 18,303 | 22,539 | 4,728 | 7,593 | 84,653 |
| NON-AG U.S. | 9,148 | - | - | 0 | 2,595 | 11,743 |
| NON-AG CANADA | 0 | - | - | 0 | 35 | 35 |
| *NON-AG EXPORTS | 643 | - | - | 0 | 0 | 643 |
| TOTAL NON-AG: | 9,791 | - | - | 0 | 2,630 | 12,421 |
| GRAND TOTAL | 41,281 | 18,303 | 22,539 | 4,728 | 10,223 | 97,074 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K20)

OCTOBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 1,147 | 1,147 |
| Brazil | 0 | 7,975 | 12,965 | 0 | 0 | 20,940 |
| China | 13,581 | 0 | 0 | 0 | 0 | 13,581 |
| Japan | 4,670 | 0 | 0 | 2,913 | 4 | 7,587 |
| Korea | 5 | 0 | 0 | 0 | 24 | 29 |
| Mexico | 412 | 0 | 0 | 0 | 74 | 486 |
| New Zealand | 121 | 0 | 0 | 0 | 0 | 121 |
| Puerto Rico | 0 | 0 | 0 | 0 | 11 | 11 |
| Taiwan | 4,670 | 0 | 0 | 0 | 0 | 4,670 |
| TOTAL AG: | 23,459 | 7,975 | 12,965 | 2,913 | 1,260 | 48,572 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 295 | - | - | 0 | 0 | 295 |
| Sweden | 348 | - | - | 0 | 0 | 348 |
| TOTAL NON-AG: | 643 | - | - | 0 | 0 | 643 |
| TOTAL EXPORTS: | 24,102 | 7,975 | 12,965 | 2,913 | 1,260 | 49,215 |

2/3/87 A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES (Short Tons K2O)

| AGRICULTURAL STATE | NOV 1986 | NOV 1985 | JUL-NOV 1986/87 | JUL-NOV 1985/86 |
|---|---|---|---|---|
| AL Alabama | 3,847 | 8,577 | 23,312 | 35,155 |
| AK Alaska | 0 | 0 | 727 | 0 |
| AZ Arizona | 94 | 27 | 517 | 120 |
| AR Arkansas | 1,951 | 2,404 | 8,198 | 11,794 |
| CA California | 6,988 | 4,877 | 23,817 | 20,531 |
| CO Colorado | 714 | 170 | 1,782 | 1,066 |
| CT Connecticut | 152 | 74 | 1,028 | 1,003 |
| DE Delaware | 2,967 | 119 | 7,985 | 5,470 |
| FL Florida | 8,486 | 12,987 | 41,102 | 47,104 |
| GA Georgia | 10,834 | 11,427 | 35,115 | 49,777 |
| HI Hawaii | 427 | 600 | 2,868 | 2,890 |
| ID Idaho | 2,204 | 1,300 | 9,014 | 7,997 |
| IL Illinois | 36,262 | 36,041 | 262,615 | 344,297 |
| IN Indiana | 21,406 | 15,540 | 123,500 | 152,559 |
| IA Iowa | 26,671 | 17,453 | 143,654 | 177,455 |
| KS Kansas | 567 | 1,886 | 8,937 | 12,996 |
| KY Kentucky | 1,991 | 3,402 | 34,744 | 32,261 |
| LA Louisiana | 12,066 | 990 | 23,398 | 10,830 |
| ME Maine | 0 | 241 | 383 | 1,198 |
| MD Maryland | 1,165 | 1,103 | 7,536 | 4,842 |
| MA Massachusetts | 32 | 181 | 1,204 | 1,347 |
| MI Michigan | 7,897 | 1,919 | 50,516 | 87,852 |
| MN Minnesota | 41,246 | 16,698 | 115,764 | 99,388 |
| MS Mississippi | 876 | 1,041 | 4,066 | 5,730 |
| MO Missouri | 17,349 | 2,462 | 80,257 | 69,368 |
| MT Montana | 636 | 643 | 3,540 | 2,817 |
| NE Nebraska | 1,723 | 1,600 | 4,337 | 6,855 |
| NV Nevada | 0 | 0 | 27 | 0 |
| NH New Hampshire | 0 | 0 | 127 | 198 |
| NJ New Jersey | 150 | 311 | 2,687 | 2,140 |
| NM New Mexico | 150 | 108 | 1,622 | 1,959 |
| NY New York | 14,123 | 2,079 | 23,080 | 15,024 |
| NC North Carolina | 8,167 | 2,496 | 19,836 | 29,742 |
| ND North Dakota | 1,976 | 672 | 7,800 | 6,746 |
| OH Ohio | 12,129 | 10,355 | 161,342 | 182,078 |
| OK Oklahoma | 373 | 333 | 7,411 | 7,734 |
| OR Oregon | 2,624 | 1,837 | 9,426 | 6,829 |
| PA Pennsylvania | 2,706 | 6,169 | 16,154 | 20,006 |
| RI Rhode Island | 0 | 122 | 238 | 554 |
| SC South Carolina | 1,997 | 8,447 | 22,187 | 22,653 |
| SD South Dakota | 660 | 363 | 1,900 | 1,830 |
| TN Tennessee | 2,249 | 10,852 | 22,058 | 43,067 |
| TX Texas | 6,050 | 6,680 | 39,114 | 43,070 |
| UT Utah | (2,235) | 3,028 | 951 | 7,126 |
| VT Vermont | 66 | 98 | 876 | 1,312 |
| VA Virginia | 717 | 1,522 | 6,352 | 28,056 |
| WA Washington | 3,476 | 3,335 | 10,230 | 11,293 |
| WV West Virginia | 114 | 0 | 439 | 726 |
| WI Wisconsin | 19,796 | 12,880 | 86,771 | 90,439 |
| WY Wyoming | 49 | 120 | 330 | 461 |
| TOTAL U.S.: | 283,888 | 215,569 | 1,460,874 | 1,715,745 |
| CANADA | | | | |
| AB Alberta | 734 | 752 | 4,987 | 5,606 |
| BC Brit. Columbia | 24 | (1,359) | 6,716 | 607 |
| MB Manitoba | 1,350 | 1,475 | 6,419 | 4,899 |
| NB New Brunswick | 137 | 0 | 2,317 | 14 |
| NF Newfoundland | 0 | [illegible] | 0 | 249 |
| NS Nova Scotia | 60 | 0 | 601 | 1,347 |
| ON Ontario | 878 | 10,755 | 33,596 | 63,484 |
| PE Pr.Edward Isle | 0 | 0 | 2,245 | (304) |
| PQ Quebec | 2,121 | 8,004 | 18,870 | 53,038 |
| SK Saskatchewan | 520 | 244 | 2,834 | 1,905 |
| TOTAL CAN: | 5,824 | 20,012 | 78,585 | 130,845 |
| EXPORT SALES: | 239,677 | 168,286 | 1,364,483 | 967,591 |
| TOTAL AG SALES | 529,389 | 403,867 | 2,903,942 | 2,814,181 |
| Non-Ag U.S. | 35,665 | 31,192 | 147,020 | 161,819 |
| Canada | 996 | 2,229 | 6,133 | 11,396 |
| Exports | 15,257 | 7,684 | 31,381 | 37,644 |
| TOTAL NON-AG | 51,918 | 41,105 | 184,534 | 210,859 |
| GRAND TOTAL..... | 581,307 | 444,972 | 3,088,476 | 3,025,040 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

NOVEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,648 | 1,202 | 817 | 0 | 180 | 3,847 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 26 | 0 | 16 | 0 | 52 | 94 |
| AR Arkansas | 0 | 0 | 1,917 | 0 | 34 | 1,951 |
| CA California | 2,412 | 3,151 | 375 | 13 | 1,037 | 6,988 |
| CO Colorado | 249 | 0 | 465 | 0 | 0 | 714 |
| CT Connecticut | 0 | 60 | 43 | 0 | 49 | 152 |
| DE Delaware | 0 | 0 | 2,967 | 0 | 0 | 2,967 |
| FL Florida | 2,865 | 1,588 | 680 | 647 | 2,706 | 8,486 |
| GA Georgia | 1,853 | 938 | 1,875 | 5,683 | 485 | 10,834 |
| HI Hawaii | 0 | 354 | 16 | 0 | 57 | 427 |
| ID Idaho | 165 | 740 | 1,290 | 9 | 0 | 2,204 |
| IL Illinois | 1,838 | 26,754 | 3,494 | 4,112 | 64 | 36,262 |
| IN Indiana | 737 | 17,183 | 2,579 | 874 | 33 | 21,406 |
| IA Iowa | 321 | 15,358 | 8,927 | 2,030 | 35 | 26,671 |
| KS Kansas | 189 | 30 | 188 | 122 | 38 | 567 |
| KY Kentucky | 13 | 1,596 | 100 | 125 | 157 | 1,991 |
| LA Louisiana | 2,785 | 2,681 | 6,552 | 41 | 7 | 12,066 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 1,013 | 152 | 0 | 1,165 |
| MA Massachusetts | 0 | 0 | 32 | 0 | 0 | 32 |
| MI Michigan | 39 | 6,222 | 1,411 | 201 | 24 | 7,897 |
| MN Minnesota | 47 | 9,765 | 30,481 | 731 | 222 | 41,246 |
| MS Mississippi | 0 | 860 | 0 | 0 | 16 | 876 |
| MO Missouri | 0 | 1,631 | 15,074 | 621 | 23 | 17,349 |
| MT Montana | 0 | 0 | 611 | 19 | 6 | 636 |
| NE Nebraska | 114 | 123 | 897 | 383 | 206 | 1,723 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 48 | 0 | 13 | 89 | 150 |
| NM New Mexico | 26 | 0 | 60 | 0 | 64 | 150 |
| NY New York | 222 | 10,775 | 3,073 | 13 | 40 | 14,123 |
| NC North Carolina | 120 | 553 | 6,976 | 294 | 224 | 8,167 |
| ND North Dakota | 0 | 15 | 1,961 | 0 | 0 | 1,976 |
| OH Ohio | 335 | 3,024 | 8,473 | 220 | 77 | 12,129 |
| OK Oklahoma | 15 | 58 | 264 | 0 | 36 | 373 |
| OR Oregon | 45 | 230 | 2,246 | 80 | 23 | 2,624 |
| PA Pennsylvania | 16 | 121 | 2,305 | 181 | 83 | 2,706 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 899 | 198 | 422 | 373 | 105 | 1,997 |
| SD South Dakota | 0 | 173 | 487 | 0 | 0 | 660 |
| TN Tennessee | 0 | 719 | 1,530 | 0 | 0 | 2,249 |
| TX Texas | 2,583 | 1,383 | 1,563 | 282 | 239 | 6,050 |
| UT Utah | (2,404) | 0 | 166 | 0 | 3 | (2,235) |
| VT Vermont | 0 | 0 | 66 | 0 | 0 | 66 |
| VA Virginia | 60 | 0 | 329 | 218 | 110 | 717 |
| WA Washington | 156 | 384 | 2,711 | 203 | 22 | 3,476 |
| WV West Virginia | 0 | 92 | 0 | 22 | 0 | 114 |
| WI Wisconsin | 1,099 | 9,956 | 8,326 | 381 | 34 | 19,796 |
| WY Wyoming | 17 | 15 | 0 | 0 | 17 | 49 |
| TOTAL U.S.: | 18,490 | 117,980 | 122,778 | 18,043 | 6,597 | 283,888 |
| CANADA | | | | | | |
| AB Alberta | 0 | 21 | 660 | 53 | 0 | 734 |
| BC Brit. Columbia | 0 | 0 | 24 | 0 | 0 | 24 |
| MB Manitoba | 8 | 689 | 653 | 0 | 0 | 1,350 |
| NB New Brunswick | 0 | 55 | 82 | 0 | 0 | 137 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 60 | 0 | 0 | 60 |
| ON Ontario | 13 | 726 | 64 | 174 | (99) | 878 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 428 | 544 | 0 | 1,149 | 2,121 |
| SK Saskatchewan | 156 | 0 | 349 | 15 | 0 | 520 |
| TOTAL CAN: | 177 | 1,919 | 2,436 | 242 | 1,050 | 5,824 |
| *EXPORT SALES: | 108,358 | 37,062 | 76,239 | 10,017 | 8,001 | 239,677 |
| TOTAL AG SALES | 127,025 | 156,961 | 201,453 | 28,302 | 15,648 | 529,389 |
| NON-AG U.S. | 24,105 | | | 11,560 | | 35,665 |
| NON-AG CANADA | 629 | - | - | 367 | - | 996 |
| *NON-AG EXPORTS | 247 | - | - | 15,010 | - | 15,257 |
| TOTAL NON-AG: | 24,981 | 0 | 0 | 26,937 | 0 | 51,918 |
| GRAND TOTAL | 152,006 | 156,961 | 201,453 | 55,239 | 15,648 | 581,307 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

NOVEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 27 | 0 | 3,807 | 0 | 0 | 3,834 |
| Brazil | 4,910 | 30,424 | 57,800 | 0 | 822 | 93,956 |
| China | 40,997 | 0 | 0 | 0 | 0 | 40,997 |
| Columbia | 4,616 | 0 | 0 | 0 | 0 | 4,616 |
| Costa Rica | 0 | 0 | 0 | 0 | 485 | 485 |
| Dom. Republic | 0 | 0 | 1,970 | 0 | 88 | 2,058 |
| Ecuador | 0 | 0 | 1,805 | 0 | 0 | 1,805 |
| Guatemala | 0 | 0 | 3,353 | 0 | 0 | 3,353 |
| India | 21,101 | 0 | 0 | 3,443 | 0 | 24,544 |
| Japan | 14,408 | 6,638 | 6,170 | 6,574 | 0 | 33,790 |
| Korea | 13,381 | 0 | 0 | 0 | 0 | 13,381 |
| Malaysia | 1,358 | 0 | 0 | 0 | 444 | 1,802 |
| Mexico | 377 | 0 | 0 | 0 | 39 | 416 |
| New Zealand | 7,183 | 0 | 0 | 0 | 0 | 7,183 |
| Philippines | 0 | 0 | 0 | 0 | 6,013 | 6,013 |
| Puerto Rico | 0 | 0 | 0 | 0 | 110 | 110 |
| Venezuela | 0 | 0 | 1,334 | 0 | 0 | 1,334 |
| TOTAL AG: | 108,358 | 37,062 | 76,239 | 10,017 | 8,001 | 239,677 |
| NON-AGRICULTURAL | | | | | | |
| Italy | 0 | - | - | 7,637 | 0 | 7,637 |
| Japan | 63 | - | - | 7,301 | 0 | 7,364 |
| Korea | 63 | - | - | 0 | 0 | 63 |
| Mexico | 108 | - | - | 72 | 0 | 180 |
| Pakistan | 13 | - | - | 0 | 0 | 13 |
| TOTAL NON-AG: | 247 | - | - | 15,010 | 0 | 15,257 |
| TOTAL EXPORTS: | 108,605 | 37,062 | 76,239 | 25,027 | 8,001 | 254,934 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 1,648 | 979 | 817 | 0 | 3,444 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 671 | 0 | 671 |
| CA California | 13 | 0 | 25 | 13 | 51 |
| CO Colorado | 0 | 0 | 44 | 0 | 44 |
| CT Connecticut | 0 | 60 | 43 | 0 | 103 |
| DE Delaware | 0 | 0 | 2,967 | 0 | 2,967 |
| FL Florida | 2,827 | 1,588 | 680 | 647 | 5,742 |
| GA Georgia | 1,537 | 938 | 1,789 | 5,683 | 9,947 |
| HI Hawaii | 0 | 0 | 16 | 0 | 16 |
| ID Idaho | 0 | 121 | 493 | 9 | 623 |
| IL Illinois | 1,838 | 26,754 | 2,055 | 4,112 | 34,759 |
| IN Indiana | 737 | 17,183 | 2,579 | 874 | 21,373 |
| IA Iowa | 321 | 15,358 | 8,801 | 2,030 | 26,510 |
| KS Kansas | 0 | 0 | 0 | 63 | 63 |
| KY Kentucky | 13 | 1,596 | 100 | 125 | 1,834 |
| LA Louisiana | 2,785 | 2,681 | 5,163 | 41 | 10.670 |
| ME Maine | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 1,013 | 152 | 1,165 |
| MA Massachusetts | 0 | 0 | 32 | 0 | 32 |
| MI Michigan | 39 | 6,222 | 1,411 | 201 | 7,873 |
| MN Minnesota | 47 | 9,765 | 30,481 | 731 | 41,024 |
| MS Mississippi | 0 | 860 | 0 | 0 | 860 |
| MO Missouri | 0 | 1,602 | 8,452 | 573 | 10,627 |
| MT Montana | 0 | 0 | 611 | 19 | 630 |
| NE Nebraska | 0 | 123 | 617 | 383 | 1,123 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 48 | 0 | 13 | 61 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 222 | 10,775 | 3,073 | 13 | 14,083 |
| NC North Carolina | 0 | 553 | 6,976 | 294 | 7,823 |
| ND North Dakota | 0 | 15 | 1,961 | 0 | 1,976 |
| OH Ohio | 335 | 3,024 | 8,473 | 220 | 12,052 |
| OK Oklahoma | 0 | 58 | 0 | 0 | 58 |
| OR Oregon | 0 | 142 | 2,035 | 80 | 2,257 |
| PA Pennsylvania | 0 | 121 | 1,398 | 181 | 1,700 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 303 | 198 | 422 | 373 | 1,296 |
| SD South Dakota | 0 | 173 | 487 | 0 | 660 |
| TN Tennessee | 0 | 719 | 1,530 | 0 | 2,249 |
| TX Texas | 0 | 0 | 13 | 0 | 13 |
| UT Utah | (2,411) | 0 | 0 | 0 | (2,411) |
| VT Vermont | 0 | 0 | 66 | 0 | 66 |
| VA Virginia | 60 | 0 | 329 | 218 | 607 |
| WA Washington | 34 | 384 | 2,711 | 203 | 3,332 |
| WV West Virginia | 0 | 92 | 0 | 22 | 114 |
| WI Wisconsin | 1,099 | 9,956 | 8,326 | 381 | 19,762 |
| WY Wyoming | 0 | 15 | 0 | 0 | 15 |
| TOTAL U.S.: | 11,447 | 112,103 | 106,660 | 17,654 | 247,864 |
| CANADA | | | | | |
| AB Alberta | 0 | 21 | 660 | 53 | 734 |
| BC Brit. Columbia | 0 | 0 | 24 | 0 | 24 |
| MB Manitoba | 8 | 689 | 653 | 0 | 1,350 |
| NB New Brunswick | 0 | 55 | 82 | 0 | 137 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 60 | 0 | 60 |
| ON Ontario | 13 | 726 | 64 | 174 | 977 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 428 | 544 | 0 | 972 |
| SK Saskatchewan | 156 | 0 | 349 | 15 | 520 |
| TOTAL CAN: | 177 | 1,919 | 2,436 | 242 | 4,774 |
| *EXPORT SALES: | 97,873 | 34,750 | 41,245 | 10,017 | 183,885 |
| TOTAL AG SALES | 109,497 | 148,772 | 150,341 | 27,913 | 436,523 |
| NON-AG U.S. | 15,199 | - | - | 10,211 | 25,410 |
| NON-AG CANADA | 629 | - | - | 332 | 961 |
| *NON-AG EXPORTS | 139 | - | - | 14,938 | 15,077 |
| TOTAL NON-AG: | 15,967 | 0 | 0 | 25,481 | 41,448 |
| GRAND TOTAL | 125,464 | 148,772 | 150,341 | 53,394 | 477,971 |

*Exports listed on reverse.

[illegible] & [illegible]

EXPORT SALES - CANADIAN [illegible]

NOVEMBER, [illegible]

| AGRICULTURAL | STANDARD | COARSE | CANOLA | SPECIAL | TOTAL |
|---|---|---|---|---|---|
| Australia | 27 | 0 | 3,807 | 0 | [illegible] |
| Brazil | 4,910 | 28,112 | 27,915 | 0 | 60,937 |
| China | 40,997 | 0 | 0 | 0 | 40,997 |
| Columbia | 4,616 | 0 | 0 | 0 | 4,616 |
| Guatemala | 0 | 0 | 3,353 | 0 | 3,353 |
| India | 21,101 | 0 | 0 | 3,443 | 24,544 |
| Japan | 7,799 | 6,638 | 6,170 | 6,574 | 27,181 |
| Korea | 13,381 | 0 | 0 | 0 | 13,381 |
| Malaysia | 1,358 | 0 | 0 | 0 | 1,358 |
| New Zealand | 3,684 | 0 | 0 | 0 | 3,684 |
| TOTAL AG: | 97,873 | 34,750 | 41,245 | 10,017 | 183,885 |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 7,637 | 7,637 |
| Japan | 63 | - | - | 7,301 | 7,364 |
| Korea | 63 | - | - | 0 | 63 |
| Pakistan | 13 | - | - | 0 | 13 |
| TOTAL NON-AG: | 139 | - | - | 14,938 | 15,077 |
| TOTAL EXPORTS: | 98,012 | 34,750 | 41,245 | 24,955 | 198,962 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

NOVEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 223 | 0 | 0 | 180 | 403 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 26 | 0 | 16 | 0 | 52 | 94 |
| AR Arkansas | 0 | 0 | 1,246 | 0 | 34 | 1,280 |
| CA California | 2,399 | 3,151 | 350 | 0 | 1,037 | 6,937 |
| CO Colorado | 249 | 0 | 421 | 0 | 0 | 670 |
| CT Connecticut | 0 | 0 | 0 | 0 | 49 | 49 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 38 | 0 | 0 | 0 | 2,706 | 2,744 |
| GA Georgia | 316 | 0 | 86 | 0 | 485 | 887 |
| HI Hawaii | 0 | 354 | 0 | 0 | 57 | 411 |
| ID Idaho | 165 | 619 | 797 | 0 | 0 | 1,581 |
| IL Illinois | 0 | 0 | 1,439 | 0 | 64 | 1,503 |
| IN Indiana | 0 | 0 | 0 | 0 | 33 | 33 |
| IA Iowa | 0 | 0 | 126 | 0 | 35 | 161 |
| KS Kansas | 189 | 30 | 188 | 59 | 38 | 504 |
| KY Kentucky | 0 | 0 | 0 | 0 | 157 | 157 |
| LA Louisiana | 0 | 0 | 1,389 | 0 | 7 | 1,396 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 0 | 0 |
| MI Michigan | 0 | 0 | 0 | 0 | 24 | 24 |
| MN Minnesota | 0 | 0 | 0 | 0 | 222 | 222 |
| MS Mississippi | 0 | 0 | 0 | 0 | 16 | 16 |
| MO Missouri | 0 | 29 | 6,622 | 48 | 23 | 6,722 |
| MT Montana | 0 | 0 | 0 | 0 | 6 | 6 |
| NE Nebraska | 114 | 0 | 280 | 0 | 206 | 600 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 89 | 89 |
| NM New Mexico | 26 | 0 | 60 | 0 | 64 | 150 |
| NY New York | 0 | 0 | 0 | 0 | 40 | 40 |
| NC North Carolina | 120 | 0 | 0 | 0 | 224 | 344 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 77 | 77 |
| OK Oklahoma | 15 | 0 | 264 | 0 | 36 | 315 |
| OR Oregon | 45 | 88 | 211 | 0 | 23 | 367 |
| PA Pennsylvania | 16 | 0 | 907 | 0 | 83 | 1,006 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 596 | 0 | 0 | 0 | 105 | 701 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 0 | 0 | 0 | 0 |
| TX Texas | 2,583 | 1,383 | 1,550 | 282 | 239 | 6,037 |
| UT Utah | 7 | 0 | 166 | 0 | 3 | 176 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 0 | 0 | 0 | 110 | 110 |
| WA Washington | 122 | 0 | 0 | 0 | 22 | 144 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 34 | 34 |
| WY Wyoming | 17 | 0 | 0 | 0 | 17 | 34 |
| TOTAL U.S.: | 7,043 | 5,877 | 16,118 | 389 | 6,597 | 36,024 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | (99) | (99) |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 1,149 | 1,149 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 1,050 | 1,050 |
| *EXPORT SALES: | 10,485 | 2,312 | 34,994 | 0 | 8,001 | 55,792 |
| TOTAL AG SALES | 17,528 | 8,189 | 51,112 | 389 | 15,648 | 92,866 |
| NON-AG U.S. | 8,906 | - | - | 1,349 | 0 | 10,255 |
| NON-AG CANADA | 0 | - | - | 35 | 0 | 35 |
| *NON-AG EXPORTS | 108 | - | - | 72 | 0 | 180 |
| TOTAL NON-AG | 9,014 | 0 | 0 | 1,456 | 0 | 10,470 |
| GRAND TOTAL..... | 26,542 | 8,189 | 51,112 | 1,845 | 15,648 | 103,336 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - U. S. PRODUCTS (Short Tons)

NOVEMBER, 1990

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 0 | 2,312 | 29,885 | 0 | 822 | 33,019 |
| Costa Rica | 0 | 0 | 0 | 0 | 485 | 485 |
| Dom. Republic | 0 | 0 | 1,970 | 0 | 88 | 2,058 |
| Ecuador | 0 | 0 | 1,805 | 0 | 0 | 1,805 |
| Japan | 6,609 | 0 | 0 | 0 | 0 | 6,609 |
| Malaysia | 0 | 0 | 0 | 0 | 444 | 444 |
| Mexico | 377 | 0 | 0 | 0 | 39 | 416 |
| New Zealand | 3,499 | 0 | 0 | 0 | 0 | 3,499 |
| Philippines | 0 | 0 | 0 | 0 | 6,013 | 6,013 |
| Puerto Rico | 0 | 0 | 0 | 0 | 110 | 110 |
| Venezuela | 0 | 0 | 1,334 | 0 | 0 | 1,334 |
| TOTAL AG: | 10,485 | 2,312 | 34,994 | 0 | 8,001 | 55,792 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 108 | - | - | 72 | 0 | 180 |
| TOTAL NON-AG: | 108 | - | - | 72 | 0 | 180 |
| TOTAL EXPORTS: | 10,593 | 2,312 | 34,994 | 72 | 8,001 | 55,972 |

2/26/87 A87204

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | DEC 1986 | DEC 1985 | JUL-DEC 1986/87 | JUL-DEC 1985/86 |
|---|---|---|---|---|---|
| AL | Alabama | 1,564 | 3,155 | 24,876 | 38,310 |
| AK | Alaska | 0 | 0 | 727 | 0 |
| AZ | Arizona | 146 | 33 | 663 | 153 |
| AR | Arkansas | 1,675 | 4,913 | 9,873 | 16,707 |
| CA | California | 3,796 | 1,502 | 27,613 | 22,033 |
| CO | Colorado | 577 | 324 | 2,359 | 1,390 |
| CT | Connecticut | 151 | 679 | 1,179 | 1,682 |
| DE | Delaware | 3,525 | 1,951 | 11,510 | 7,421 |
| FL | Florida | 11,534 | 14,040 | 52,636 | 61,144 |
| GA | Georgia | 4,576 | 13,613 | 39,691 | 63,390 |
| HI | Hawaii | 910 | 29 | 3,778 | 2,919 |
| ID | Idaho | 819 | 2,014 | 9,833 | 10,011 |
| IL | Illinois | 70,573 | 57,922 | 333,188 | 402,219 |
| IN | Indiana | 33,700 | 74,571 | 157,200 | 227,130 |
| IA | Iowa | 62,838 | 61,475 | 206,492 | 238,930 |
| KS | Kansas | 1,364 | 903 | 10,301 | 13,899 |
| KY | Kentucky | 9,423 | 17,786 | 44,167 | 50,047 |
| LA | Louisiana | 9,703 | 2,715 | 33,101 | 13,545 |
| ME | Maine | 1,192 | 636 | 1,575 | 1,834 |
| MD | Maryland | 3,287 | 2,455 | 10,823 | 7,297 |
| MA | Massachusetts | 836 | 538 | 2,040 | 1,885 |
| MI | Michigan | 18,670 | 11,574 | 69,186 | 99,426 |
| MN | Minnesota | 47,719 | 54,680 | 163,483 | 154,068 |
| MS | Mississippi | 0 | 1,374 | 4,066 | 7,104 |
| MO | Missouri | 13,641 | 19,243 | 93,898 | 88,611 |
| MT | Montana | 657 | 1,143 | 4,197 | 3,960 |
| NE | Nebraska | 4,021 | 3,681 | 8,358 | 10,536 |
| NV | Nevada | 0 | 0 | 27 | 0 |
| NH | New Hampshire | 25 | 0 | 152 | 198 |
| NJ | New Jersey | 238 | 388 | 2,925 | 2,528 |
| NM | New Mexico | 1,708 | 3,859 | 3,330 | 5,818 |
| NY | New York | 3,350 | 15,677 | 26,430 | 30,701 |
| NC | North Carolina | 11,948 | 5,210 | 31,784 | 34,952 |
| ND | North Dakota | 3,368 | 2,621 | 11,168 | 9,367 |
| OH | Ohio | 51,405 | 48,205 | 212,747 | 230,283 |
| OK | Oklahoma | 410 | 194 | 7,821 | 7,928 |
| OR | Oregon | 1,415 | 1,361 | 10,841 | 8,190 |
| PA | Pennsylvania | 4,445 | 5,858 | 20,599 | 25,864 |
| RI | Rhode Island | 122 | 199 | 360 | 753 |
| SC | South Carolina | 4,354 | 2,741 | 26,541 | 25,394 |
| SD | South Dakota | 2,067 | 1,728 | 3,967 | 3,558 |
| TN | Tennessee | 6,008 | 7,798 | 28,066 | 50,865 |
| TX | Texas | 7,166 | 8,176 | 46,280 | 51,246 |
| UT | Utah | 200 | 499 | 1,151 | 7,625 |
| VT | Vermont | 35 | 279 | 911 | 1,591 |
| VA | Virginia | 28,253 | 9,948 | 34,605 | 38,004 |
| WA | Washington | 5,277 | 4,628 | 15,507 | 15,921 |
| WV | West Virginia | 294 | 239 | 733 | 965 |
| WI | Wisconsin | 43,965 | 46,059 | 130,736 | 136,498 |
| WY | Wyoming | 42 | 112 | 372 | 573 |
| | TOTAL U.S.: | 482,992 | 518,728 | 1,943,866 | 2,234,473 |
| CANADA | | | | | |
| AB | Alberta | 735 | 1,333 | 5,722 | 6,939 |
| BC | Brit. Columbia | 580 | 239 | 7,296 | 846 |
| MB | Manitoba | 1,227 | 2,101 | 7,646 | 7,000 |
| NB | New Brunswick | 1,130 | 755 | 3,447 | 769 |
| NF | Newfoundland | 0 | 54 | 0 | 303 |
| NS | Nova Scotia | 604 | 1,610 | 1,205 | 2,957 |
| ON | Ontario | 15,082 | 83,750 | 48,678 | 147,234 |
| PE | Pr.Edward Isle | 1,330 | 2,304 | 3,575 | 2,000 |
| PQ | Quebec | 1,091 | 9,345 | 19,961 | 62,383 |
| SK | Saskatchewan | 538 | 303 | 3,372 | 2,208 |
| | TOTAL CAN: | 22,317 | 101,794 | 100,902 | 232,639 |
| EXPORT SALES: | | 373,282 | 172,204 | 1,737,765 | 1,139,795 |
| TOTAL AG SALES | | 878,591 | 792,726 | 3,782,533 | 3,606,907 |
| Non-Ag U.S. | | 41,699 | 31,643 | 188,719 | 193,462 |
| | Canada | 1,675 | 2,678 | 7,808 | 14,074 |
| | Exports | 3,747 | 4,527 | 35,128 | 42,171 |
| | TOTAL NON-AG | 47,121 | 38,848 | 231,655 | 249,707 |
| GRAND TOTAL..... | | 925,712 | 831,574 | 4,014,188 | 3,856,614 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**DECEMBER, 1986**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 15 | 268 | 1,098 | 135 | 48 | 1,564 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 56 | 0 | 64 | 0 | 26 | 146 |
| AR Arkansas | 0 | 0 | 1,624 | 0 | 51 | 1,675 |
| CA California | 1,443 | 1,286 | 256 | 13 | 798 | 3,796 |
| CO Colorado | 185 | 0 | 268 | 62 | 62 | 577 |
| CT Connecticut | 0 | 61 | 20 | 0 | 70 | 151 |
| DE Delaware | 0 | 0 | 3,487 | 13 | 25 | 3,525 |
| FL Florida | 5,113 | 1,726 | 1,095 | 578 | 3,022 | 11,534 |
| GA Georgia | 1,245 | 485 | 675 | 777 | 1,394 | 4,576 |
| HI Hawaii | 0 | 862 | 48 | 0 | 0 | 910 |
| ID Idaho | 102 | 83 | 631 | 3 | 0 | 819 |
| IL Illinois | 2,285 | 56,391 | 9,074 | 2,646 | 177 | 70,573 |
| IN Indiana | 1,355 | 23,150 | 6,066 | 2,998 | 131 | 33,700 |
| IA Iowa | 394 | 38,402 | 19,084 | 4,893 | 65 | 62,838 |
| KS Kansas | 222 | 204 | 745 | 114 | 79 | 1,364 |
| KY Kentucky | 3 | 3,650 | 5,378 | 38 | 354 | 9,423 |
| LA Louisiana | 1,845 | 3,649 | 4,147 | 63 | (1) | 9,703 |
| ME Maine | 0 | 0 | 1,090 | 0 | 102 | 1,192 |
| MD Maryland | 0 | 0 | 3,241 | 32 | 14 | 3,287 |
| MA Massachusetts | 0 | 0 | 242 | 558 | 36 | 836 |
| MI Michigan | 509 | 14,194 | 3,118 | 757 | 92 | 18,670 |
| MN Minnesota | 123 | 14,373 | 32,475 | 474 | 274 | 47,719 |
| MS Mississippi | 0 | 0 | 0 | 0 | 0 | 0 |
| MO Missouri | 303 | 583 | 10,758 | 1,889 | 108 | 13,641 |
| MT Montana | 0 | 19 | 593 | 45 | 0 | 657 |
| NE Nebraska | 214 | 520 | 1,708 | 971 | 608 | 4,021 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 25 | 25 |
| NJ New Jersey | 0 | 120 | 13 | 27 | 78 | 238 |
| NM New Mexico | 46 | 1,520 | 60 | 0 | 82 | 1,708 |
| NY New York | 15 | 125 | 2,859 | 225 | 126 | 3,350 |
| NC North Carolina | 365 | 614 | 6,805 | 3,490 | 674 | 11,948 |
| ND North Dakota | 0 | 448 | 2,920 | 0 | 0 | 3,368 |
| OH Ohio | (2,000) | 23,656 | 26,413 | 3,006 | 330 | 51,405 |
| OK Oklahoma | 14 | 168 | 186 | 15 | 27 | 410 |
| OR Oregon | 0 | 283 | 1,019 | 21 | 92 | 1,415 |
| PA Pennsylvania | 1,018 | 60 | 2,727 | 24 | 616 | 4,445 |
| RI Rhode Island | 0 | 0 | 60 | 12 | 50 | 122 |
| SC South Carolina | 3,047 | 243 | 548 | 124 | 392 | 4,354 |
| SD South Dakota | 0 | 644 | 1,365 | 58 | 0 | 2,067 |
| TN Tennessee | 0 | 2,214 | 3,767 | 0 | 27 | 6,008 |
| TX Texas | 1,884 | 2,837 | 1,617 | 487 | 341 | 7,166 |
| UT Utah | 27 | 0 | 167 | 0 | 6 | 200 |
| VT Vermont | 0 | 0 | 30 | 0 | 5 | 35 |
| VA Virginia | 2,276 | 187 | 22,619 | 2,950 | 221 | 28,253 |
| WA Washington | 772 | 732 | 3,407 | 259 | 107 | 5,277 |
| WV West Virginia | 0 | 32 | 109 | 153 | 0 | 294 |
| WI Wisconsin | 1,320 | 32,190 | 9,747 | 462 | 246 | 43,965 |
| WY Wyoming | 0 | 20 | 0 | 0 | 22 | 42 |
| TOTAL U.S.: | 24,196 | 225,999 | 193,423 | 28,372 | 11,002 | 482,992 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 597 | 138 | 0 | 735 |
| BC Brit. Columbia | 0 | 0 | 580 | 0 | 0 | 580 |
| MB Manitoba | 8 | 190 | 1,029 | 0 | 0 | 1,227 |
| NB New Brunswick | 0 | 199 | 751 | 0 | 180 | 1,130 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 604 | 0 | 0 | 604 |
| ON Ontario | 0 | 6,072 | 5,046 | 100 | 3,864 | 15,082 |
| PE Pr.Edward Isle | 0 | 0 | 1,270 | 0 | 60 | 1,330 |
| PQ Quebec | 0 | 306 | 651 | 0 | 134 | 1,091 |
| SK Saskatchewan | 0 | 47 | 491 | 0 | 0 | 538 |
| TOTAL CAN: | 8 | 6,814 | 11,019 | 238 | 4,238 | 22,317 |
| *EXPORT SALES: | 298,897 | 9,030 | 46,590 | 5,464 | 13,301 | 373,282 |
| TOTAL AG SALES | 323,101 | 241,843 | 251,032 | 34,074 | 28,541 | 878,591 |
| NON-AG U.S. | 28,847 | - | - | 12,729 | 123 | 41,699 |
| NON-AG CANADA | 1,663 | - | - | 12 | 0 | 1,675 |
| *NON-AG EXPORTS | 478 | - | - | 3,269 | 0 | 3,747 |
| TOTAL NON-AG: | 30,988 | - | - | 16,010 | 123 | 47,121 |
| GRAND TOTAL | 354,089 | 241,843 | 251,032 | 50,084 | 28,664 | 925,712 |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

DECEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 1,341 | 2,013 | 0 | 0 | 0 | 3,354 |
| Australia | 0 | 0 | 7,028 | 0 | 117 | 7,145 |
| Bangladesh | 10,504 | 0 | 0 | 0 | 0 | 10,504 |
| Belgium | 8,333 | 0 | 0 | 0 | 0 | 8,333 |
| Brazil | 10,112 | 4,669 | 22,406 | 0 | 181 | 37,368 |
| Chile | 0 | 0 | 0 | 0 | 3,594 | 3,594 |
| China | 111,126 | 0 | 0 | 0 | 5,430 | 116,556 |
| Columbia | 958 | 0 | 0 | 0 | 0 | 958 |
| Denmark | 7,017 | 0 | 0 | 0 | 0 | 7,017 |
| Ecuador | 0 | 0 | 3,472 | 0 | 0 | 3,472 |
| Honduras | 0 | 0 | 415 | 0 | 73 | 488 |
| India | 17,324 | 0 | 0 | 0 | 0 | 17,324 |
| Ireland | 0 | 0 | 10,447 | 0 | 0 | 10,447 |
| Jamaica | 0 | 0 | 1,360 | 0 | 0 | 1,360 |
| Japan | 44,187 | 2,348 | 1,462 | 5,464 | 2,412 | 55,873 |
| Korea | 52,450 | 0 | 0 | 0 | 0 | 52,450 |
| Malaysia | 1,928 | 0 | 0 | 0 | 0 | 1,928 |
| Mexico | 392 | 0 | 0 | 0 | 98 | 490 |
| Panama | 0 | 0 | 0 | 0 | 2 | 2 |
| Peru | 0 | 0 | 0 | 0 | 1,394 | 1,394 |
| Sri Lanka | 7,223 | 0 | 0 | 0 | 0 | 7,223 |
| Switzerland | 26,002 | 0 | 0 | 0 | 0 | 26,002 |
| TOTAL AG: | 298,897 | 9,030 | 46,590 | 5,464 | 13,301 | 373,282 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 75 | - | - | 3,269 | 0 | 3,344 |
| Korea | 63 | - | - | 0 | 0 | 63 |
| Mexico | 324 | - | - | 0 | 0 | 324 |
| Puerto Rico | 3 | - | - | 0 | 0 | 3 |
| United Kingdom | 13 | - | - | 0 | 0 | 13 |
| TOTAL NON-AG: | 478 | - | - | 3,269 | 0 | 3,747 |
| TOTAL EXPORTS: | 299,375 | 9,030 | 46,590 | 8,733 | 13,301 | 377,029 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**DECEMBER, 1986**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 0 | 0 | 1,098 | 135 | 1,233 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 272 | 0 | 272 |
| CA California | 13 | 0 | 0 | 13 | 26 |
| CO Colorado | 15 | 0 | 137 | 48 | 200 |
| CT Connecticut | 0 | 61 | 15 | 0 | 76 |
| DE Delaware | 0 | 0 | 3,487 | 13 | 3,500 |
| FL Florida | 5,098 | 1,726 | 1,095 | 578 | 8,497 |
| GA Georgia | 1,107 | 485 | 675 | 777 | 3,044 |
| HI Hawaii | 0 | 0 | 48 | 0 | 48 |
| ID Idaho | 0 | 38 | 433 | 3 | 474 |
| IL Illinois | 2,223 | 56,391 | 6,472 | 2,646 | 67,732 |
| IN Indiana | 1,355 | 23,150 | 6,066 | 2,998 | 33,569 |
| IA Iowa | 323 | 38,324 | 17,999 | 4,893 | 61,539 |
| KS Kansas | 0 | 0 | 10 | 16 | 26 |
| KY Kentucky | 0 | 3,650 | 4,478 | 38 | 8,166 |
| LA Louisiana | 1,845 | 3,649 | 3,702 | 0 | 9,196 |
| ME Maine | 0 | 0 | 1,090 | 0 | 1,090 |
| MD Maryland | 0 | 0 | 3,241 | 32 | 3,273 |
| MA Massachusetts | 0 | 0 | 242 | 558 | 800 |
| MI Michigan | 509 | 14,194 | 3,118 | 757 | 18,578 |
| MN Minnesota | 123 | 14,373 | 32,475 | 474 | 47,445 |
| MS Mississippi | 0 | 0 | 0 | 0 | 0 |
| MO Missouri | 0 | 458 | 7,805 | 1,861 | 10,124 |
| MT Montana | 0 | 19 | 593 | 45 | 657 |
| NE Nebraska | 60 | 520 | 1,157 | 971 | 2,708 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 120 | 13 | 27 | 160 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 15 | 125 | 2,859 | 225 | 3,224 |
| NC North Carolina | 303 | 614 | 6,805 | 3,490 | 11,212 |
| ND North Dakota | 0 | 448 | 2,920 | 0 | 3,368 |
| OH Ohio | (2,000) | 23,656 | 26,413 | 3,006 | 51,075 |
| OK Oklahoma | 0 | 0 | 0 | 0 | 0 |
| OR Oregon | 0 | 246 | 775 | 21 | 1,042 |
| PA Pennsylvania | 967 | 60 | 2,727 | 24 | 3,778 |
| RI Rhode Island | 0 | 0 | 60 | 12 | 72 |
| SC South Carolina | 2,987 | 243 | 548 | 124 | 3,902 |
| SD South Dakota | 0 | 644 | 1,365 | 58 | 2,067 |
| TN Tennessee | 0 | 2,214 | 3,767 | 0 | 5,981 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 30 | 0 | 30 |
| VA Virginia | 2,276 | 187 | 22,619 | 2,950 | 28,032 |
| WA Washington | 35 | 732 | 3,218 | 259 | 4,244 |
| WV West Virginia | 0 | 32 | 109 | 153 | 294 |
| WI Wisconsin | 1,299 | 32,190 | 9,747 | 462 | 43,698 |
| WY Wyoming | 0 | 20 | 0 | 0 | 20 |
| TOTAL U.S.: | 18,553 | 218,569 | 179,683 | 27,667 | 444,472 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 597 | 138 | 735 |
| BC Brit. Columbia | 0 | 0 | 580 | 0 | 580 |
| MB Manitoba | 8 | 190 | 1,029 | 0 | 1,227 |
| NB New Brunswick | 0 | 199 | 751 | 0 | 950 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 604 | 0 | 604 |
| ON Ontario | 0 | 6,072 | 5,046 | 100 | 11,218 |
| PE Pr.Edward Isle | 0 | 0 | 1,270 | 0 | 1,270 |
| PQ Quebec | 0 | 306 | 651 | 0 | 957 |
| SK Saskatchewan | 0 | 47 | 491 | 0 | 538 |
| TOTAL CAN: | 8 | 6,814 | 11,019 | 238 | 18,079 |
| *EXPORT SALES: | 281,675 | 9,030 | 26,424 | 5,464 | 322,593 |
| TOTAL AG SALES | 300,236 | 234,413 | 217,126 | 33,369 | 785,144 |
| NON-AG U.S. | 18,582 | - | - | 11,763 | 30,345 |
| NON-AG CANADA | 1,663 | - | - | 12 | 1,675 |
| *NON-AG EXPORTS | 151 | - | - | 3,269 | 3,420 |
| TOTAL NON-AG: | 20,396 | 0 | 0 | 15,044 | 35,440 |
| GRAND TOTAL | 320,632 | 234,413 | 217,126 | 48,413 | 820,584 |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**DECEMBER, 1986**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Argentina | 1,341 | 2,013 | 0 | 0 | 3,354 |
| Australia | 0 | 0 | 7,028 | 0 | 7,028 |
| Bangladesh | 10,504 | 0 | 0 | 0 | 10,504 |
| Brazil | 10,112 | 4,669 | 14,289 | 0 | 29,070 |
| China | 111,126 | 0 | 0 | 0 | 111,126 |
| Denmark | 7,017 | 0 | 0 | 0 | 7,017 |
| India | 17,324 | 0 | 0 | 0 | 17,324 |
| Ireland | 0 | 0 | 3,747 | 0 | 3,747 |
| Jamaica | 0 | 0 | 1,360 | 0 | 1,360 |
| Japan | 36,648 | 2,348 | 0 | 5,464 | 44,460 |
| Korea | 52,450 | 0 | 0 | 0 | 52,450 |
| Malaysia | 1,928 | 0 | 0 | 0 | 1,928 |
| Sri Lanka | 7,223 | 0 | 0 | 0 | 7,223 |
| Switzerland | 26,002 | 0 | 0 | 0 | 26,002 |
| TOTAL AG: | 281,675 | 9,030 | 26,424 | 5,464 | 322,593 |
| NON-AGRICULTURAL | | | | | |
| Japan | 75 | - | - | 3,269 | 3,344 |
| Korea | 63 | - | - | 0 | 63 |
| United Kingdom | 13 | - | - | 0 | 13 |
| TOTAL NON-AG: | 151 | - | - | 3,269 | 3,420 |
| TOTAL EXPORTS: | 281,826 | 9,030 | 26,424 | 8,733 | 326,013 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

DECEMBER, 1986

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 15 | 268 | 0 | 0 | 48 | 331 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 56 | 0 | 64 | 0 | 26 | 146 |
| AR Arkansas | 0 | 0 | 1,352 | 0 | 51 | 1,403 |
| CA California | 1,430 | 1,286 | 256 | 0 | 798 | 3,770 |
| CO Colorado | 170 | 0 | 131 | 14 | 62 | 377 |
| CT Connecticut | 0 | 0 | 5 | 0 | 70 | 75 |
| DE Delaware | 0 | 0 | 0 | 0 | 25 | 25 |
| FL Florida | 15 | 0 | 0 | 0 | 3,022 | 3,037 |
| GA Georgia | 138 | 0 | 0 | 0 | 1,394 | 1,532 |
| HI Hawaii | 0 | 862 | 0 | 0 | 0 | 862 |
| ID Idaho | 102 | 45 | 198 | 0 | 0 | 345 |
| IL Illinois | 62 | 0 | 2,602 | 0 | 177 | 2,841 |
| IN Indiana | 0 | 0 | 0 | 0 | 131 | 131 |
| IA Iowa | 71 | 78 | 1,085 | 0 | 65 | 1,299 |
| KS Kansas | 222 | 204 | 735 | 98 | 79 | 1,338 |
| KY Kentucky | 3 | 0 | 900 | 0 | 354 | 1,257 |
| LA Louisiana | 0 | 0 | 445 | 63 | (1) | 507 |
| ME Maine | 0 | 0 | 0 | 0 | 102 | 102 |
| MD Maryland | 0 | 0 | 0 | 0 | 14 | 14 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 36 | 36 |
| MI Michigan | 0 | 0 | 0 | 0 | 92 | 92 |
| MN Minnesota | 0 | 0 | 0 | 0 | 274 | 274 |
| MS Mississippi | 0 | 0 | 0 | 0 | 0 | 0 |
| MO Missouri | 303 | 125 | 2,953 | 28 | 108 | 3,517 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 154 | 0 | 551 | 0 | 608 | 1,313 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 25 | 25 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 78 | 78 |
| NM New Mexico | 46 | 1,520 | 60 | 0 | 82 | 1,708 |
| NY New York | 0 | 0 | 0 | 0 | 126 | 126 |
| NC North Carolina | 62 | 0 | 0 | 0 | 674 | 736 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 330 | 330 |
| OK Oklahoma | 14 | 168 | 186 | 15 | 27 | 410 |
| OR Oregon | 0 | 37 | 244 | 0 | 92 | 373 |
| PA Pennsylvania | 51 | 0 | 0 | 0 | 616 | 667 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 50 | 50 |
| SC South Carolina | 60 | 0 | 0 | 0 | 392 | 452 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 0 | 0 | 27 | 27 |
| TX Texas | 1,884 | 2,837 | 1,617 | 487 | 341 | 7,166 |
| UT Utah | 27 | 0 | 167 | 0 | 6 | 200 |
| VT Vermont | 0 | 0 | 0 | 0 | 5 | 5 |
| VA Virginia | 0 | 0 | 0 | 0 | 221 | 221 |
| WA Washington | 737 | 0 | 189 | 0 | 107 | 1,033 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 21 | 0 | 0 | 0 | 246 | 267 |
| WY Wyoming | 0 | 0 | 0 | 0 | 22 | 22 |
| TOTAL U.S.: | 5,643 | 7,430 | 13,740 | 705 | 11,002 | 38,520 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 180 | 180 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 3,864 | 3,864 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 60 | 60 |
| PQ Quebec | 0 | 0 | 0 | 0 | 134 | 134 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 4,238 | 4,238 |
| *EXPORT SALES: | 17,222 | 0 | 20,166 | 0 | 13,301 | 50,689 |
| TOTAL AG SALES | 22,865 | 7,430 | 33,906 | 705 | 28,541 | 93,447 |
| NON-AG U.S. | 10,265 | - | - | 966 | 123 | 11,354 |
| NON-AG CANADA | 0 | - | - | 0 | 0 | 0 |
| *NON-AG EXPORTS | 327 | - | - | 0 | 0 | 327 |
| TOTAL NON-AG: | 10,592 | 0 | 0 | 966 | 123 | 11,681 |
| GRAND TOTAL | 33,457 | 7,430 | 33,906 | 1,671 | 28,664 | 105,128 |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**DECEMBER, 1986**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 117 | 117 |
| Belgium | 8,333 | 0 | 0 | 0 | 0 | 8,333 |
| Brazil | 0 | 0 | 8,117 | 0 | 181 | 8,298 |
| Chile | 0 | 0 | 0 | 0 | 3,594 | 3,594 |
| China | 0 | 0 | 0 | 0 | 5,430 | 5,430 |
| Columbia | 958 | 0 | 0 | 0 | 0 | 958 |
| Ecuador | 0 | 0 | 3,472 | 0 | 0 | 3,472 |
| Honduras | 0 | 0 | 415 | 0 | 73 | 488 |
| Ireland | 0 | 0 | 6,700 | 0 | 0 | 6,700 |
| Japan | 7,539 | 0 | 1,462 | 0 | 2,412 | 11,413 |
| Mexico | 392 | 0 | 0 | 0 | 98 | 490 |
| Panama | 0 | 0 | 0 | 0 | 2 | 2 |
| Peru | 0 | 0 | 0 | 0 | 1,394 | 1,394 |
| TOTAL AG: | 17,222 | 0 | 20,166 | 0 | 13,301 | 50,689 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 324 | - | - | 0 | 0 | 324 |
| Puerto Rico | 3 | - | - | 0 | 0 | 3 |
| TOTAL NON-AG: | 327 | - | - | 0 | 0 | 327 |
| TOTAL EXPORTS: | 17,549 | 0 | 20,166 | 0 | 13,301 | 51,016 |

4/1/87 A8720-1

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

| AGRICULTURAL STATE | JAN 1987 | JAN 1986 | JUL-JAN 1986/87 | JUL-JAN 1985/86 |
|---|---|---|---|---|
| AL Alabama | 3,630 | 4,515 | 28,506 | 42,825 |
| AK Alaska | 187 | 0 | 914 | 0 |
| AZ Arizona | 270 | 56 | 933 | 209 |
| AR Arkansas | 12,972 | 6,659 | 22,845 | 23,366 |
| CA California | 6,855 | 3,532 | 34,468 | 25,565 |
| CO Colorado | 1,137 | 685 | 3,496 | 2,075 |
| CT Connecticut | 785 | 733 | 1,964 | 2,415 |
| DE Delaware | 4,296 | 4,532 | 15,806 | 11,953 |
| FL Florida | 19,952 | 20,861 | 72,588 | 82,005 |
| GA Georgia | 8,685 | 8,897 | 48,376 | 72,287 |
| HI Hawaii | 225 | 15 | 4,003 | 2,934 |
| ID Idaho | 4,447 | 2,159 | 14,280 | 12,170 |
| IL Illinois | 88,281 | 106,737 | 421,469 | 508,956 |
| IN Indiana | 52,009 | 62,338 | 209,209 | 289,468 |
| IA Iowa | 54,185 | 72,795 | 260,677 | 311,725 |
| KS Kansas | 3,030 | 2,822 | 13,331 | 16,721 |
| KY Kentucky | 20,780 | 22,374 | 64,947 | 72,421 |
| LA Louisiana | 6,686 | 5,008 | 39,787 | 18,553 |
| ME Maine | 944 | 1,134 | 2,519 | 2,968 |
| MD Maryland | 4,317 | 6,113 | 15,140 | 13,410 |
| MA Massachusetts | 630 | 662 | 2,670 | 2,547 |
| MI Michigan | 20,992 | 28,981 | 90,178 | 128,407 |
| MN Minnesota | 23,633 | 55,995 | 187,116 | 210,063 |
| MS Mississippi | 2,819 | 4,780 | 6,885 | 11,884 |
| MO Missouri | 26,849 | 31,387 | 120,747 | 119,998 |
| MT Montana | 649 | 1,462 | 4,846 | 5,422 |
| NE Nebraska | 5,314 | 4,293 | 13,672 | 14,829 |
| NV Nevada | 0 | 0 | 27 | 0 |
| NH New Hampshire | 46 | 60 | 198 | 258 |
| NJ New Jersey | 855 | 699 | 3,780 | 3,227 |
| NM New Mexico | 363 | 516 | 3,693 | 6,334 |
| NY New York | 4,798 | 3,470 | 31,228 | 34,171 |
| NC North Carolina | 13,252 | 5,686 | 45,036 | 40,638 |
| ND North Dakota | 2,731 | 3,436 | 13,899 | 12,803 |
| OH Ohio | 87,088 | 65,825 | 299,835 | 296,108 |
| OK Oklahoma | 1,396 | 1,040 | 9,217 | 8,968 |
| OR Oregon | 2,765 | 1,768 | 13,606 | 9,958 |
| PA Pennsylvania | 7,304 | 6,446 | 27,903 | 32,310 |
| RI Rhode Island | 0 | 180 | 360 | 933 |
| SC South Carolina | 2,350 | 33,387 | 28,891 | 58,781 |
| SD South Dakota | 937 | 2,029 | 4,904 | 5,587 |
| TN Tennessee | 22,525 | 13,907 | 50,591 | 64,772 |
| TX Texas | 11,713 | 11,017 | 57,993 | 62,263 |
| UT Utah | 787 | 1,530 | 1,938 | 9,155 |
| VT Vermont | 289 | 506 | 1,200 | 2,097 |
| VA Virginia | 7,717 | 19,201 | 42,322 | 57,205 |
| WA Washington | 4,141 | 3,812 | 19,648 | 19,733 |
| WV West Virginia | 251 | 302 | 984 | 1,267 |
| WI Wisconsin | 38,334 | 36,951 | 169,070 | 173,449 |
| WY Wyoming | 67 | 195 | 439 | 768 |
| TOTAL U.S.: | 584,268 | 671,488 | 2,528,134 | 2,905,961 |
| CANADA | | | | |
| AB Alberta | 1,130 | 1,579 | 6,852 | 8,518 |
| BC Brit. Columbia | 251 | 973 | 7,547 | 1,819 |
| MB Manitoba | 1,445 | 1,294 | 9,091 | 8,294 |
| NB New Brunswick | 626 | 1,442 | 4,073 | 2,211 |
| NF Newfoundland | 0 | 216 | 0 | 519 |
| NS Nova Scotia | 222 | 436 | 1,427 | 3,393 |
| ON Ontario | 84,547 | 41,144 | 133,225 | 188,378 |
| PE Pr.Edward Isle | 556 | 315 | 4,131 | 2,315 |
| PQ Quebec | 40,761 | 8,390 | 60,722 | 70,773 |
| SK Saskatchewan | 3,864 | 504 | 7,236 | 2,712 |
| TOTAL CAN: | 133,402 | 56,293 | 234,304 | 288,932 |
| EXPORT SALES: | 246,085 | 182,502 | 1,983,850 | 1,322,297 |
| TOTAL AGRICULTURAL: | 963,755 | 910,283 | 4,746,288 | 4,517,190 |
| Non-Ag U.S. | 33,081 | 35,206 | 221,800 | 228,668 |
| Canada | 1,510 | 1,931 | 9,318 | 16,005 |
| Exports | 461 | 6,467 | 35,589 | 48,638 |
| TOTAL NON-AGRICULTURAL: | 35,052 | 43,604 | 266,707 | 293,311 |
| GRAND TOTAL | 998,807 | 953,887 | 5,012,995 | 4,810,501 |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

JANUARY 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 303 | 542 | 1,485 | 1,122 | 178 | 3,630 |
| AK Alaska | 0 | 0 | 0 | 187 | 0 | 187 |
| AZ Arizona | 43 | 0 | 186 | 0 | 41 | 270 |
| AR Arkansas | 0 | 2,679 | 7,134 | 3,125 | 34 | 12,972 |
| CA California | 2,643 | 1,726 | 1,821 | 0 | 665 | 6,855 |
| CO Colorado | 580 | 0 | 453 | 64 | 40 | 1,137 |
| CT Connecticut | 0 | 61 | 724 | 0 | 0 | 785 |
| DE Delaware | 0 | 0 | 4,249 | 0 | 47 | 4,296 |
| FL Florida | 12,902 | 904 | 1,427 | 1,257 | 3,462 | 19,952 |
| GA Georgia | 2,426 | 61 | 3,230 | 1,397 | 1,571 | 8,685 |
| HI Hawaii | 0 | 0 | 159 | 0 | 66 | 225 |
| ID Idaho | 653 | 958 | 2,834 | 2 | 0 | 4,447 |
| IL Illinois | 1,898 | 61,718 | 14,051 | 10,316 | 298 | 88,281 |
| IN Indiana | 1,952 | 36,342 | 6,169 | 7,329 | 217 | 52,009 |
| IA Iowa | 305 | 31,117 | 17,006 | 5,690 | 67 | 54,185 |
| KS Kansas | 150 | 130 | 2,284 | 369 | 97 | 3,030 |
| KY Kentucky | 39 | 12,723 | 6,322 | 0 | 1,696 | 20,780 |
| LA Louisiana | 0 | 112 | 4,964 | 1,600 | 10 | 6,686 |
| ME Maine | 180 | 0 | 418 | 0 | 346 | 944 |
| MD Maryland | 0 | 0 | 1,968 | 2,327 | 22 | 4,317 |
| MA Massachusetts | 0 | 0 | 630 | 0 | 0 | 630 |
| MI Michigan | (2,346) | 18,311 | 4,406 | 547 | 74 | 20,992 |
| MN Minnesota | 106 | 7,774 | 14,712 | 950 | 91 | 23,633 |
| MS Mississippi | 0 | 0 | 909 | 1,877 | 33 | 2,819 |
| MO Missouri | 0 | 4,171 | 17,312 | 5,314 | 52 | 26,849 |
| MT Montana | 0 | (265) | 894 | 20 | 0 | 649 |
| NE Nebraska | 260 | 1,197 | 2,601 | 747 | 509 | 5,314 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 46 | 46 |
| NJ New Jersey | 0 | 372 | 209 | 214 | 60 | 855 |
| NM New Mexico | 0 | 0 | 196 | 0 | 167 | 363 |
| NY New York | 0 | 632 | 3,580 | 502 | 84 | 4,798 |
| NC North Carolina | 61 | 555 | 11,096 | 613 | 927 | 13,252 |
| ND North Dakota | 0 | 1,231 | 1,500 | 0 | 0 | 2,731 |
| OH Ohio | 5,956 | 57,041 | 21,875 | 2,080 | 136 | 87,088 |
| OK Oklahoma | 30 | 0 | 1,277 | 31 | 58 | 1,396 |
| OR Oregon | 0 | 183 | 2,555 | 0 | 27 | 2,765 |
| PA Pennsylvania | 327 | 904 | 5,001 | 903 | 169 | 7,304 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 182 | 0 | 1,396 | 497 | 275 | 2,350 |
| SD South Dakota | 0 | 332 | 574 | 31 | 0 | 937 |
| TN Tennessee | 905 | 8,526 | 12,389 | 627 | 78 | 22,525 |
| TX Texas | 2,022 | 2,751 | 5,984 | 456 | 500 | 11,713 |
| UT Utah | 46 | 0 | 739 | 0 | 2 | 787 |
| VT Vermont | 0 | 0 | 233 | 0 | 56 | 289 |
| VA Virginia | 120 | 372 | 6,687 | 442 | 96 | 7,717 |
| WA Washington | 2,424 | 329 | 1,327 | 22 | 39 | 4,141 |
| WV West Virginia | 0 | 243 | 0 | 8 | 0 | 251 |
| WI Wisconsin | 3,470 | 24,287 | 9,852 | 432 | 293 | 38,334 |
| WY Wyoming | 0 | 0 | 67 | 0 | 0 | 67 |
| TOTAL U.S.: | 37,637 | 278,019 | 204,885 | 51,098 | 12,629 | 584,268 |
| CANADA | | | | | | |
| AB Alberta | 0 | 14 | 1,101 | 15 | 0 | 1,130 |
| BC Brit. Columbia | 22 | 60 | 142 | 27 | 0 | 251 |
| MB Manitoba | 17 | 97 | 1,144 | 187 | 0 | 1,445 |
| NB New Brunswick | 0 | 109 | 137 | 0 | 380 | 626 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 201 | 0 | 21 | 222 |
| ON Ontario | 27 | 75,812 | 8,447 | 13 | 248 | 84,547 |
| PE Pr.Edward Isle | 0 | 0 | 66 | 0 | 490 | 556 |
| PQ Quebec | 0 | 1,750 | 38,303 | 0 | 708 | 40,761 |
| SK Saskatchewan | (116) | 920 | 3,060 | 0 | 0 | 3,864 |
| TOTAL CAN: | (50) | 78,762 | 52,601 | 242 | 1,847 | 133,402 |
| *EXPORT SALES: | 184,305 | 28,923 | 24,547 | 3,111 | 5,199 | 246,085 |
| TOTAL AG SALES: | 221,892 | 385,704 | 282,033 | 54,451 | 19,675 | 963,755 |
| NON-AG U.S. | 23,736 | - | - | 9,228 | 117 | 33,081 |
| NON-AG CANADA | 1,038 | - | - | 449 | 23 | 1,510 |
| *NON-AG EXPORTS | 446 | - | - | 0 | 15 | 461 |
| TOTAL NON-AG: | 25,220 | - | - | 9,677 | 155 | 35,052 |
| **GRAND TOTAL** | **247,112** | **385,704** | **282,033** | **64,128** | **19,830** | **998,807** |

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

JANUARY 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 3,537 | 0 | 0 | 1,382 | 4,919 |
| Bangladesh | 21,174 | 0 | 0 | 0 | 0 | 21,174 |
| Brazil | 0 | 4,668 | 6,411 | 0 | 0 | 11,079 |
| China | 23,173 | 0 | 0 | 0 | 0 | 23,173 |
| Columbia | 1,794 | 2,770 | 1,745 | 0 | 0 | 6,309 |
| Costa Rica | 7,058 | 0 | 958 | 0 | 1,587 | 9,603 |
| Denmark | 5,849 | 0 | 0 | 0 | 0 | 5,849 |
| Dom. Republic | 0 | 0 | 5,050 | 0 | 0 | 5,050 |
| India | 34,819 | 0 | 0 | 0 | 0 | 34,819 |
| Indonesia | 16,462 | 0 | 0 | 0 | 0 | 16,462 |
| Italy | 0 | 0 | 0 | 0 | 4 | 4 |
| Japan | 28,404 | 17,948 | 7,037 | 3,111 | 2,063 | 58,563 |
| Korea | 22,047 | 0 | 0 | 0 | 0 | 22,047 |
| Malaysia | 20,453 | 0 | 0 | 0 | 0 | 20,453 |
| Mexico | 324 | 0 | 0 | 0 | 163 | 487 |
| Peru | 2,748 | 0 | 0 | 0 | 0 | 2,748 |
| South Africa | 0 | 0 | 3,346 | 0 | 0 | 3,346 |
| TOTAL AG: | 184,305 | 28,923 | 24,547 | 3,111 | 5,199 | 246,085 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 50 | - | - | 0 | 0 | 50 |
| Mexico | 271 | - | - | 0 | 15 | 286 |
| United Kingdom | 125 | - | - | 0 | 0 | 125 |
| TOTAL NON-AG: | 446 | - | - | 0 | 15 | 461 |
| TOTAL EXPORTS: | 184,751 | 28,923 | 24,547 | 3,111 | 5,214 | 246,546 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JANUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 303 | 368 | 1,485 | 1,122 | 3,278 |
| AK Alaska | 0 | 0 | 0 | 187 | 187 |
| AZ Arizona | 0 | 0 | 31 | 0 | 31 |
| AR Arkansas | 0 | 2,551 | 6,431 | 3,125 | 12,107 |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 122 | 0 | (82) | 0 | 40 |
| CT Connecticut | 0 | 61 | 724 | 0 | 785 |
| DE Delaware | 0 | 0 | 4,249 | 0 | 4,249 |
| FL Florida | 12,857 | 904 | 1,427 | 1,257 | 16,445 |
| GA Georgia | 1,750 | 61 | 3,170 | 1,397 | 6,378 |
| HI Hawaii | 0 | 0 | 159 | 0 | 159 |
| ID Idaho | 0 | 16 | 202 | 2 | 220 |
| IL Illinois | 1,882 | 61,671 | 7,157 | 10,316 | 81,026 |
| IN Indiana | 1,952 | 36,342 | 6,169 | 7,329 | 51,792 |
| IA Iowa | 305 | 30,461 | 12,956 | 5,690 | 49,412 |
| KS Kansas | 0 | 0 | 183 | 263 | 446 |
| KY Kentucky | 39 | 12,723 | 5,431 | 0 | 18,193 |
| LA Louisiana | 0 | 0 | 3,536 | 1,587 | 5,123 |
| ME Maine | 180 | 0 | 418 | 0 | 598 |
| MD Maryland | 0 | 0 | 1,968 | 2,327 | 4,295 |
| MA Massachusetts | 0 | 0 | 630 | 0 | 630 |
| MI Michigan | (2,352) | 18,311 | 4,406 | 547 | 20,912 |
| MN Minnesota | 76 | 7,774 | 14,712 | 950 | 23,512 |
| MS Mississippi | 0 | 0 | 0 | 1,877 | 1,877 |
| MO Missouri | 0 | 4,000 | 10,232 | 5,232 | 19,464 |
| MT Montana | 0 | (265) | 879 | 20 | 634 |
| NE Nebraska | (60) | 838 | 1,002 | 747 | 2,527 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 372 | 209 | 214 | 795 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 632 | 3,580 | 502 | 4,714 |
| NC North Carolina | 0 | 555 | 11,096 | 613 | 12,264 |
| ND North Dakota | 0 | 1,231 | 1,500 | 0 | 2,731 |
| OH Ohio | 5,956 | 57,041 | 21,875 | 2,080 | 86,952 |
| OK Oklahoma | 0 | 0 | 0 | 31 | 31 |
| OR Oregon | 0 | 33 | 684 | 0 | 717 |
| PA Pennsylvania | 303 | 904 | 3,194 | 878 | 5,279 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 182 | 0 | 1,396 | 497 | 2,075 |
| SD South Dakota | 0 | 332 | 574 | 31 | 937 |
| TN Tennessee | 905 | 8,526 | 12,389 | 627 | 22,447 |
| TX Texas | 0 | 0 | 0 | 63 | 63 |
| UT Utah | 20 | 0 | 0 | 0 | 20 |
| VT Vermont | 0 | 0 | 233 | 0 | 233 |
| VA Virginia | 120 | 372 | 6,687 | 442 | 7,621 |
| WA Washington | 52 | 164 | 1,004 | 22 | 1,242 |
| WV West Virginia | 0 | 243 | 0 | 8 | 251 |
| WI Wisconsin | 3,455 | 24,287 | 9,836 | 432 | 38,010 |
| WY Wyoming | 0 | 0 | 51 | 0 | 51 |
| TOTAL U.S.: | 28,047 | 270,508 | 161,783 | 50,415 | 510,753 |
| CANADA | | | | | |
| AB Alberta | 0 | 14 | 1,101 | 15 | 1,130 |
| BC Brit. Columbia | 22 | 60 | 142 | 27 | 251 |
| MB Manitoba | 17 | 97 | 1,144 | 187 | 1,445 |
| NB New Brunswick | 0 | 109 | 137 | 0 | 246 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 201 | 0 | 201 |
| ON Ontario | 27 | 75,812 | 8,447 | 13 | 84,299 |
| PE Pr.Edward Isle | 0 | 0 | 66 | 0 | 66 |
| PQ Quebec | 0 | 1,750 | 38,303 | 0 | 40,053 |
| SK Saskatchewan | (116) | 920 | 3,060 | 0 | 3,864 |
| TOTAL CAN: | (50) | 78,762 | 52,601 | 242 | 131,555 |
| *EXPORT SALES: | 182,187 | 23,407 | 13,039 | 3,111 | 221,744 |
| TOTAL AG SALES: | 210,184 | 372,677 | 227,423 | 53,768 | 864,052 |
| NON-AG U.S. | 8,900 | - | - | 7,763 | 16,663 |
| NON-AG CANADA | 1,038 | - | - | 449 | 1,487 |
| *NON-AG EXPORTS | 175 | - | - | 0 | 175 |
| TOTAL NON-AG: | 10,113 | - | - | 8,212 | 18,325 |
| **GRAND TOTAL** | **220,297** | **372,677** | **227,423** | **61,980** | **882,377** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JANUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 3,537 | 0 | 0 | 3,537 |
| Bangladesh | 21,174 | 0 | 0 | 0 | 21,174 |
| Brazil | 0 | 4,668 | 2,656 | 0 | 7,324 |
| China | 23,173 | 0 | 0 | 0 | 23,173 |
| Costa Rica | 7,058 | 0 | 0 | 0 | 7,058 |
| Denmark | 5,849 | 0 | 0 | 0 | 5,849 |
| India | 34,819 | 0 | 0 | 0 | 34,819 |
| Indonesia | 16,462 | 0 | 0 | 0 | 16,462 |
| Japan | 28,404 | 15,202 | 7,037 | 3,111 | 53,754 |
| Korea | 22,047 | 0 | 0 | 0 | 22,047 |
| Malaysia | 20,453 | 0 | 0 | 0 | 20,453 |
| Peru | 2,748 | 0 | 0 | 0 | 2,748 |
| South Africa | 0 | 0 | 3,346 | 0 | 3,346 |
| TOTAL AG: | 182,187 | 23,407 | 13,039 | 3,111 | 221,744 |
| NON-AGRICULTURAL | | | | | |
| Japan | 50 | - | - | 0 | 50 |
| United Kingdom | 125 | - | - | 0 | 125 |
| TOTAL NON-AG: | 175 | - | - | 0 | 175 |
| **TOTAL EXPORTS:** | **182,362** | **23,407** | **13,039** | **3,111** | **221,919** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JANUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 174 | 0 | 0 | 178 | 352 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 43 | 0 | 155 | 0 | 41 | 239 |
| AR Arkansas | 0 | 128 | 703 | 0 | 34 | 865 |
| CA California | 2,643 | 1,726 | 1,821 | 0 | 665 | 6,855 |
| CO Colorado | 458 | 0 | 535 | 64 | 40 | 1,097 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 47 | 47 |
| FL Florida | 45 | 0 | 0 | 0 | 3,462 | 3,507 |
| GA Georgia | 676 | 0 | 60 | 0 | 1,571 | 2,307 |
| HI Hawaii | 0 | 0 | 0 | 0 | 66 | 66 |
| ID Idaho | 653 | 942 | 2,632 | 0 | 0 | 4,227 |
| IL Illinois | 16 | 47 | 6,894 | 0 | 298 | 7,255 |
| IN Indiana | 0 | 0 | 0 | 0 | 217 | 217 |
| IA Iowa | 0 | 656 | 4,050 | 0 | 67 | 4,773 |
| KS Kansas | 150 | 130 | 2,101 | 106 | 97 | 2,584 |
| KY Kentucky | 0 | 0 | 891 | 0 | 1,696 | 2,587 |
| LA Louisiana | 0 | 112 | 1,428 | 13 | 10 | 1,563 |
| ME Maine | 0 | 0 | 0 | 0 | 346 | 346 |
| MD Maryland | 0 | 0 | 0 | 0 | 22 | 22 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 0 | 0 |
| MI Michigan | 6 | 0 | 0 | 0 | 74 | 80 |
| MN Minnesota | 30 | 0 | 0 | 0 | 91 | 121 |
| MS Mississippi | 0 | 0 | 909 | 0 | 33 | 942 |
| MO Missouri | 0 | 171 | 7,080 | 82 | 52 | 7,385 |
| MT Montana | 0 | 0 | 15 | 0 | 0 | 15 |
| NE Nebraska | 320 | 359 | 1,599 | 0 | 509 | 2,787 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 46 | 46 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 60 | 60 |
| NM New Mexico | 0 | 0 | 196 | 0 | 167 | 363 |
| NY New York | 0 | 0 | 0 | 0 | 84 | 84 |
| NC North Carolina | 61 | 0 | 0 | 0 | 927 | 988 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 136 | 136 |
| OK Oklahoma | 30 | 0 | 1,277 | 0 | 58 | 1,365 |
| OR Oregon | 0 | 150 | 1,871 | 0 | 27 | 2,048 |
| PA Pennsylvania | 24 | 0 | 1,807 | 25 | 169 | 2,025 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 275 | 275 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 0 | 0 | 78 | 78 |
| TX Texas | 2,022 | 2,751 | 5,984 | 393 | 500 | 11,650 |
| UT Utah | 26 | 0 | 739 | 0 | 2 | 767 |
| VT Vermont | 0 | 0 | 0 | 0 | 56 | 56 |
| VA Virginia | 0 | 0 | 0 | 0 | 96 | 96 |
| WA Washington | 2,372 | 165 | 323 | 0 | 39 | 2,899 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 15 | 0 | 16 | 0 | 293 | 324 |
| WY Wyoming | 0 | 0 | 16 | 0 | 0 | 16 |
| TOTAL U.S.: | 9,590 | 7,511 | 43,102 | 683 | 12,629 | 73,515 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 380 | 380 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 21 | 21 |
| ON Ontario | 0 | 0 | 0 | 0 | 248 | 248 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 490 | 490 |
| PQ Quebec | 0 | 0 | 0 | 0 | 708 | 708 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 1,847 | 1,847 |
| *EXPORT SALES: | 2,118 | 5,516 | 11,508 | 0 | 5,199 | 24,341 |
| **TOTAL AG SALES:** | 11,708 | 13,027 | 54,610 | 683 | 19,675 | 99,703 |
| NON-AG U.S. | 14,836 | - | - | 1,465 | 117 | 16,418 |
| NON-AG CANADA | 0 | - | - | 0 | 23 | 23 |
| *NON-AG EXPORTS | 271 | - | - | 0 | 15 | 286 |
| **TOTAL NON-AG:** | 15,107 | 0 | 0 | 1,465 | 155 | 16,727 |
| **GRAND TOTAL** | **26,815** | **13,027** | **54,610** | **2,148** | **19,830** | **116,430** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JANUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 1,382 | 1,382 |
| Brazil | 0 | 0 | 3,755 | 0 | 0 | 3,755 |
| Columbia | 1,794 | 2,770 | 1,745 | 0 | 0 | 6,309 |
| Costa Rica | 0 | 0 | 958 | 0 | 1,587 | 2,545 |
| Dom. Republic | 0 | 0 | 5,050 | 0 | 0 | 5,050 |
| Italy | 0 | 0 | 0 | 0 | 4 | 4 |
| Japan | 0 | 2,746 | 0 | 0 | 2,063 | 4,809 |
| Mexico | 324 | 0 | 0 | 0 | 163 | 487 |
| TOTAL AG: | 2,118 | 5,516 | 11,508 | 0 | 5,199 | 24,341 |
| | | | | | | |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 271 | - | - | 0 | 15 | 286 |
| TOTAL NON-AG: | 271 | - | - | 0 | 15 | 286 |
| | | | | | | |
| **TOTAL EXPORTS:** | **2,389** | **5,516** | **11,508** | **0** | **5,214** | **24,627** |

5/7/87 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | FEB 1987 | FEB 1986 | JUL-FEB 1986/87 | JUL-FEB 1985/86 |
|---|---|---|---|---|---|
| AL | Alabama | 5,598 | 2,316 | 34,104 | 45,141 |
| AK | Alaska | 61 | 61 | 975 | 61 |
| AZ | Arizona | 166 | 97 | 1,099 | 306 |
| AR | Arkansas | 8,541 | 2,941 | 31,386 | 26,307 |
| CA | California | 5,427 | 2,516 | 39,895 | 28,081 |
| CO | Colorado | 849 | 1,024 | 4,345 | 3,099 |
| CT | Connecticut | 515 | 274 | 2,479 | 2,689 |
| DE | Delaware | 342 | 3,291 | 16,148 | 15,244 |
| FL | Florida | 20,552 | 14,912 | 93,140 | 96,917 |
| GA | Georgia | 27,872 | 17,657 | 76,248 | 89,944 |
| HI | Hawaii | 2,817 | 3,861 | 6,820 | 6,795 |
| ID | Idaho | 2,338 | 1,002 | 16,618 | 13,172 |
| IL | Illinois | 54,728 | 28,235 | 476,197 | 537,191 |
| IN | Indiana | 26,954 | 13,449 | 236,163 | 302,917 |
| IA | Iowa | 41,884 | 18,796 | 302,561 | 330,521 |
| KS | Kansas | 2,143 | 2,853 | 15,474 | 19,574 |
| KY | Kentucky | 7,980 | 6,158 | 72,927 | 78,579 |
| LA | Louisiana | 11,252 | 10,459 | 51,039 | 29,012 |
| ME | Maine | 601 | 1,239 | 3,120 | 4,207 |
| MD | Maryland | 1,427 | 5,754 | 16,567 | 19,164 |
| MA | Massachusetts | 106 | 132 | 2,776 | 2,679 |
| MI | Michigan | 9,571 | 6,335 | 99,749 | 134,742 |
| MN | Minnesota | 17,433 | 8,446 | 204,549 | 218,509 |
| MS | Mississippi | 5,675 | 2,966 | 12,560 | 14,850 |
| MO | Missouri | 21,114 | 16,288 | 141,861 | 136,286 |
| MT | Montana | 950 | 403 | 5,796 | 5,825 |
| NE | Nebraska | 3,242 | 4,797 | 16,914 | 19,626 |
| NV | Nevada | 2 | 0 | 29 | 0 |
| NH | New Hampshire | 180 | 0 | 378 | 258 |
| NJ | New Jersey | 326 | 602 | 4,106 | 3,829 |
| NM | New Mexico | 476 | 362 | 4,169 | 6,696 |
| NY | New York | 3,728 | 3,859 | 34,956 | 38,030 |
| NC | North Carolina | 7,046 | 9,716 | 52,082 | 50,354 |
| ND | North Dakota | 486 | 363 | 14,385 | 13,166 |
| OH | Ohio | 35,489 | 47,368 | 335,324 | 343,476 |
| OK | Oklahoma | 979 | 1,705 | 10,196 | 10,673 |
| OR | Oregon | 3,639 | 2,389 | 17,245 | 12,347 |
| PA | Pennsylvania | 6,652 | 2,635 | 34,555 | 34,945 |
| RI | Rhode Island | 392 | 0 | 752 | 933 |
| SC | South Carolina | 12,453 | 19,095 | 41,344 | 77,876 |
| SD | South Dakota | 1,035 | 1,193 | 5,939 | 6,780 |
| TN | Tennessee | 18,176 | 5,397 | 68,767 | 70,169 |
| TX | Texas | 9,659 | 13,637 | 67,652 | 75,900 |
| UT | Utah | 422 | 1,907 | 2,360 | 11,062 |
| VT | Vermont | 0 | (39) | 1,200 | 2,058 |
| VA | Virginia | 5,090 | 19,665 | 47,412 | 76,870 |
| WA | Washington | 2,363 | 2,231 | 22,011 | 21,964 |
| WV | West Virginia | 379 | 61 | 1,363 | 1,328 |
| WI | Wisconsin | 18,837 | 7,515 | 187,907 | 180,964 |
| WY | Wyoming | 229 | 148 | 668 | 916 |
| | TOTAL U.S.: | 408,176 | 316,071 | 2,936,310 | 3,222,032 |
| CANADA | | | | | |
| AB | Alberta | 22,142 | 1,540 | 28,994 | 10,058 |
| BC | Brit. Columbia | 604 | 555 | 8,151 | 2,374 |
| MB | Manitoba | 1,496 | 1,392 | 10,587 | 9,686 |
| NB | New Brunswick | 818 | 859 | 4,891 | 3,070 |
| NF | Newfoundland | 0 | 54 | 0 | 573 |
| NS | Nova Scotia | 247 | 240 | 1,674 | 3,633 |
| ON | Ontario | 4,396 | 7,403 | 137,621 | 195,781 |
| PE | Pr.Edward Isle | 739 | 1,781 | 4,870 | 4,096 |
| PQ | Quebec | 5,664 | 26,374 | 66,386 | 97,147 |
| SK | Saskatchewan | 844 | 452 | 8,080 | 3,164 |
| | TOTAL CAN: | 36,950 | 40,650 | 271,254 | 329,582 |
| EXPORT SALES: | | 264,805 | 284,270 | 2,248,655 | 1,606,567 |
| **TOTAL AGRICULTURAL** | | 709,931 | 640,991 | 5,456,219 | 5,158,181 |
| Non-Ag U.S. | | 25,639 | 27,998 | 247,439 | 256,666 |
| | Canada | 1,808 | 2,249 | 11,126 | 18,254 |
| | Exports | 9,456 | 12,712 | 45,045 | 61,350 |
| **TOTAL NON-AGRICULTURAL** | | 36,903 | 42,959 | 303,610 | 336,270 |
| **GRAND TOTAL** | | **746,834** | **683,950** | **5,759,829** | **5,494,451** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 608 | 1,532 | 3,051 | 188 | 219 | 5,598 |
| AK Alaska | 0 | 61 | 0 | 0 | 0 | 61 |
| AZ Arizona | 0 | 0 | 156 | 0 | 10 | 166 |
| AR Arkansas | 0 | 62 | 7,879 | 559 | 41 | 8,541 |
| CA California | 2,139 | 1,826 | 720 | 0 | 742 | 5,427 |
| CO Colorado | 283 | 21 | 384 | 95 | 66 | 849 |
| CT Connecticut | 0 | 229 | 286 | 0 | 0 | 515 |
| DE Delaware | 0 | 0 | 317 | 0 | 25 | 342 |
| FL Florida | 9,248 | 2,748 | 2,383 | 853 | 5,320 | 20,552 |
| GA Georgia | 2,902 | 0 | 22,277 | 1,497 | 1,196 | 27,872 |
| HI Hawaii | 0 | 2,760 | 0 | 0 | 57 | 2,817 |
| ID Idaho | 130 | 1,241 | 967 | 0 | 0 | 2,338 |
| IL Illinois | 2,615 | 26,348 | 20,678 | 4,994 | 93 | 54,728 |
| IN Indiana | 1,799 | 18,744 | 3,974 | 2,326 | 111 | 26,954 |
| IA Iowa | 256 | 20,951 | 16,326 | 4,340 | 11 | 41,884 |
| KS Kansas | 47 | 274 | 1,430 | 197 | 195 | 2,143 |
| KY Kentucky | 0 | 6,266 | 1,365 | 274 | 75 | 7,980 |
| LA Louisiana | 2,883 | 4,020 | 4,213 | 136 | 0 | 11,252 |
| ME Maine | 239 | 0 | 362 | 0 | 0 | 601 |
| MD Maryland | 0 | 0 | 647 | 711 | 69 | 1,427 |
| MA Massachusetts | 0 | (642) | 748 | 0 | 0 | 106 |
| MI Michigan | 798 | 6,329 | 1,888 | 392 | 164 | 9,571 |
| MN Minnesota | 59 | 7,257 | 8,130 | 1,936 | 51 | 17,433 |
| MS Mississippi | 0 | 0 | 5,637 | 0 | 38 | 5,675 |
| MO Missouri | 506 | 2,050 | 14,585 | 3,742 | 231 | 21,114 |
| MT Montana | 0 | 0 | 887 | 57 | 6 | 950 |
| NE Nebraska | 46 | 308 | 1,377 | 973 | 538 | 3,242 |
| NV Nevada | 0 | 0 | 2 | 0 | 0 | 2 |
| NH New Hampshire | 0 | 0 | 180 | 0 | 0 | 180 |
| NJ New Jersey | 0 | 109 | 81 | 86 | 50 | 326 |
| NM New Mexico | 0 | 0 | 230 | 0 | 246 | 476 |
| NY New York | 14 | 575 | 2,325 | 706 | 108 | 3,728 |
| NC North Carolina | 0 | 1,161 | 2,440 | 3,086 | 359 | 7,046 |
| ND North Dakota | 0 | 54 | 432 | 0 | 0 | 486 |
| OH Ohio | 1,940 | 13,469 | 19,291 | 610 | 179 | 35,489 |
| OK Oklahoma | 57 | 16 | 853 | 0 | 53 | 979 |
| OR Oregon | 30 | 636 | 2,484 | 375 | 114 | 3,639 |
| PA Pennsylvania | 545 | 1,030 | 4,529 | 416 | 132 | 6,652 |
| RI Rhode Island | 0 | 0 | 359 | 12 | 21 | 392 |
| SC South Carolina | 1,699 | 305 | 9,547 | 374 | 528 | 12,453 |
| SD South Dakota | 0 | 246 | 675 | 94 | 20 | 1,035 |
| TN Tennessee | 946 | 5,549 | 8,396 | 2,470 | 815 | 18,176 |
| TX Texas | 1,283 | 2,176 | 5,232 | 63 | 905 | 9,659 |
| UT Utah | 259 | 59 | 96 | 0 | 8 | 422 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 242 | 61 | 2,873 | 1,914 | 0 | 5,090 |
| WA Washington | 52 | 448 | 1,499 | 254 | 110 | 2,363 |
| WV West Virginia | 0 | 243 | 136 | 0 | 0 | 379 |
| WI Wisconsin | 1,566 | 12,993 | 3,036 | 971 | 271 | 18,837 |
| WY Wyoming | 0 | 30 | 166 | 15 | 18 | 229 |
| TOTAL U.S.: | 33,191 | 141,545 | 185,529 | 34,716 | 13,195 | 408,176 |
| CANADA | | | | | | |
| AB Alberta | 106 | 20,301 | 1,676 | 59 | 0 | 22,142 |
| BC Brit. Columbia | 15 | 0 | 545 | 0 | 44 | 604 |
| MB Manitoba | 0 | 117 | 1,379 | 0 | 0 | 1,496 |
| NB New Brunswick | 0 | 323 | 495 | 0 | 0 | 818 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 247 | 0 | 0 | 247 |
| ON Ontario | 0 | 41 | 3,815 | 309 | 231 | 4,396 |
| PE Pr.Edward Isle | 0 | 0 | 739 | 0 | 0 | 739 |
| PQ Quebec | 0 | 0 | 5,437 | 0 | 227 | 5,664 |
| SK Saskatchewan | 0 | 204 | 640 | 0 | 0 | 844 |
| TOTAL CAN: | 121 | 20,986 | 14,973 | 368 | 502 | 36,950 |
| *EXPORT SALES: | 213,194 | 10,950 | 27,494 | 7,583 | 5,584 | 264,805 |
| **TOTAL AG SALES** | 246,506 | 173,481 | 227,996 | 42,667 | 19,281 | 709,931 |
| NON-AG U.S. | 21,541 | - | - | 3,844 | 254 | 25,639 |
| Canada | 1,707 | - | - | 74 | 27 | 1,808 |
| *Exports | 737 | - | - | 8,701 | 18 | 9,456 |
| **TOTAL NON-AG SALES** | 23,985 | - | - | 12,619 | 299 | 36,903 |
| **GRAND TOTAL** | **270,491** | **173,481** | **227,996** | **55,286** | **19,580** | **746,834** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**FEBRUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 1,407 | 0 | 15,543 | 0 | 0 | 16,950 |
| China | 44,932 | 0 | 0 | 0 | 0 | 44,932 |
| Columbia | 0 | 0 | 698 | 0 | 424 | 1,122 |
| Costa Rica | 1,561 | 0 | 362 | 0 | 0 | 1,923 |
| Guatemala | 3,335 | 0 | 2,001 | 0 | 0 | 5,336 |
| India | 32,857 | 0 | 0 | 0 | 0 | 32,857 |
| Indonesia | 20,263 | 0 | 0 | 0 | 0 | 20,263 |
| Japan | 20,875 | 10,950 | 8,890 | 7,583 | 5,105 | 53,403 |
| Korea | 14,979 | 0 | 0 | 0 | 0 | 14,979 |
| Malaysia | 31,546 | 0 | 0 | 0 | 0 | 31,546 |
| Mexico | 217 | 0 | 0 | 0 | 55 | 272 |
| New Zealand | 16,185 | 0 | 0 | 0 | 0 | 16,185 |
| Sri Lanka | 7,372 | 0 | 0 | 0 | 0 | 7,372 |
| Switzerland | 17,665 | 0 | 0 | 0 | 0 | 17,665 |
| TOTAL AG: | 213,194 | 10,950 | 27,494 | 7,583 | 5,584 | 264,805 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 175 | - | - | 8,701 | 0 | 8,876 |
| Korea | 188 | - | - | 0 | 0 | 188 |
| Mexico | 324 | - | - | 0 | 18 | 342 |
| United Kingdom | 50 | - | - | 0 | 0 | 50 |
| TOTAL NON-AG: | 737 | - | - | 8,701 | 18 | 9,456 |
| **TOTAL EXPORTS:** | **213,931** | **10,950** | **27,494** | **16,284** | **5,602** | **274,261** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 608 | 1,213 | 2,133 | 188 | 4,142 |
| AK Alaska | 0 | 61 | 0 | 0 | 61 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 5,539 | 559 | 6,098 |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 139 | 0 | 62 | 95 | 296 |
| CT Connecticut | 0 | 229 | 286 | 0 | 515 |
| DE Delaware | 0 | 0 | 317 | 0 | 317 |
| FL Florida | 9,155 | 2,748 | 2,383 | 853 | 15,139 |
| GA Georgia | 2,902 | 0 | 22,277 | 1,497 | 26,676 |
| HI Hawaii | 0 | 2,113 | 0 | 0 | 2,113 |
| ID Idaho | 20 | 2 | 482 | 0 | 504 |
| IL Illinois | 2,583 | 26,298 | 19,771 | 4,994 | 53,646 |
| IN Indiana | 1,799 | 18,744 | 3,974 | 2,326 | 26,843 |
| IA Iowa | 256 | 20,237 | 11,582 | 4,340 | 36,415 |
| KS Kansas | 0 | 0 | 63 | 197 | 260 |
| KY Kentucky | 0 | 6,266 | 1,365 | 274 | 7,905 |
| LA Louisiana | 2,725 | 3,637 | 3,743 | 136 | 10,241 |
| ME Maine | 239 | 0 | 362 | 0 | 601 |
| MD Maryland | 0 | 0 | 647 | 711 | 1,358 |
| MA Massachusetts | 0 | (642) | 748 | 0 | 106 |
| MI Michigan | 798 | 6,329 | 1,888 | 392 | 9,407 |
| MN Minnesota | 59 | 7,257 | 8,130 | 1,936 | 17,382 |
| MS Mississippi | 0 | 0 | 5,637 | 0 | 5,637 |
| MO Missouri | 122 | 1,700 | 8,170 | 3,742 | 13,734 |
| MT Montana | 0 | 0 | 887 | 57 | 944 |
| NE Nebraska | 0 | 193 | 574 | 973 | 1,740 |
| NV Nevada | 0 | 0 | 2 | 0 | 2 |
| NH New Hampshire | 0 | 0 | 180 | 0 | 180 |
| NJ New Jersey | 0 | 109 | 81 | 86 | 276 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 14 | 575 | 2,325 | 706 | 3,620 |
| NC North Carolina | 0 | 1,161 | 2,440 | 3,086 | 6,687 |
| ND North Dakota | 0 | 54 | 432 | 0 | 486 |
| OH Ohio | 1,940 | 13,469 | 19,291 | 610 | 35,310 |
| OK Oklahoma | 0 | 0 | 0 | 0 | 0 |
| OR Oregon | 0 | 312 | 2,139 | 375 | 2,826 |
| PA Pennsylvania | 545 | 1,030 | 3,625 | 416 | 5,616 |
| RI Rhode Island | 0 | 0 | 359 | 12 | 371 |
| SC South Carolina | 1,699 | 305 | 9,547 | 374 | 11,925 |
| SD South Dakota | 0 | 246 | 651 | 94 | 991 |
| TN Tennessee | 946 | 5,549 | 8,396 | 2,470 | 17,361 |
| TX Texas | 0 | 0 | 106 | 63 | 169 |
| UT Utah | 40 | 0 | 5 | 0 | 45 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 242 | 61 | 2,873 | 1,914 | 5,090 |
| WA Washington | 52 | 432 | 1,258 | 254 | 1,996 |
| WV West Virginia | 0 | 243 | 136 | 0 | 379 |
| WI Wisconsin | 1,547 | 12,993 | 3,003 | 971 | 18,514 |
| WY Wyoming | 0 | 0 | 136 | 15 | 151 |
| TOTAL U.S.: | 28,430 | 132,924 | 158,005 | 34,716 | 354,075 |
| CANADA | | | | | |
| AB Alberta | 106 | 20,301 | 1,676 | 59 | 22,142 |
| BC Brit. Columbia | 15 | 0 | 545 | 0 | 560 |
| MB Manitoba | 0 | 117 | 1,379 | 0 | 1,496 |
| NB New Brunswick | 0 | 323 | 495 | 0 | 818 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 247 | 0 | 247 |
| ON Ontario | 0 | 41 | 3,815 | 309 | 4,165 |
| PE Pr.Edward Isle | 0 | 0 | 739 | 0 | 739 |
| PQ Quebec | 0 | 0 | 5,437 | 0 | 5,437 |
| SK Saskatchewan | 0 | 204 | 640 | 0 | 844 |
| TOTAL CAN: | 121 | 20,986 | 14,973 | 368 | 36,448 |
| *EXPORT SALES: | 208,084 | 10,950 | 26,434 | 7,583 | 253,051 |
| **TOTAL AG SALES:** | 236,635 | 164,860 | 199,412 | 42,667 | 643,574 |
| NON-AG U.S. | 15,682 | - | - | 3,844 | 19,526 |
| Canada | 1,707 | - | - | 74 | 1,781 |
| *Exports | 413 | - | - | 8,701 | 9,114 |
| **TOTAL NON-AG SALES:** | 17,802 | - | - | 12,619 | 30,421 |
| **GRAND TOTAL** | **254,437** | **164,860** | **199,412** | **55,286** | **673,995** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 1,407 | 0 | 15,543 | 0 | 16,950 |
| China | 44,932 | 0 | 0 | 0 | 44,932 |
| Guatemala | 3,335 | 0 | 2,001 | 0 | 5,336 |
| India | 32,857 | 0 | 0 | 0 | 32,857 |
| Indonesia | 20,263 | 0 | 0 | 0 | 20,263 |
| Japan | 17,543 | 10,950 | 8,890 | 7,583 | 44,966 |
| Korea | 14,979 | 0 | 0 | 0 | 14,979 |
| Malaysia | 31,546 | 0 | 0 | 0 | 31,546 |
| New Zealand | 16,185 | 0 | 0 | 0 | 16,185 |
| Sri Lanka | 7,372 | 0 | 0 | 0 | 7,372 |
| Switzerland | 17,665 | 0 | 0 | 0 | 17,665 |
| TOTAL AG: | 208,084 | 10,950 | 26,434 | 7,583 | 253,051 |
| NON-AGRICULTURAL | | | | | |
| Japan | 175 | - | - | 8,701 | 8,876 |
| Korea | 188 | - | - | 0 | 188 |
| United Kingdom | 50 | - | - | 0 | 50 |
| TOTAL NON-AG: | 413 | - | - | 8,701 | 9,114 |
| **TOTAL EXPORTS:** | **208,497** | **10,950** | **26,434** | **16,284** | **262,165** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 319 | 918 | 0 | 219 | 1,456 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 156 | 0 | 10 | 166 |
| AR Arkansas | 0 | 62 | 2,340 | 0 | 41 | 2,443 |
| CA California | 2,139 | 1,826 | 720 | 0 | 742 | 5,427 |
| CO Colorado | 144 | 21 | 322 | 0 | 66 | 553 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 25 | 25 |
| FL Florida | 93 | 0 | 0 | 0 | 5,320 | 5,413 |
| GA Georgia | 0 | 0 | 0 | 0 | 1,196 | 1,196 |
| HI Hawaii | 0 | 647 | 0 | 0 | 57 | 704 |
| ID Idaho | 110 | 1,239 | 485 | 0 | 0 | 1,834 |
| IL Illinois | 32 | 50 | 907 | 0 | 93 | 1,082 |
| IN Indiana | 0 | 0 | 0 | 0 | 111 | 111 |
| IA Iowa | 0 | 714 | 4,744 | 0 | 11 | 5,469 |
| KS Kansas | 47 | 274 | 1,367 | 0 | 195 | 1,883 |
| KY Kentucky | 0 | 0 | 0 | 0 | 75 | 75 |
| LA Louisiana | 158 | 383 | 470 | 0 | 0 | 1,011 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 69 | 69 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 0 | 0 |
| MI Michigan | 0 | 0 | 0 | 0 | 164 | 164 |
| MN Minnesota | 0 | 0 | 0 | 0 | 51 | 51 |
| MS Mississippi | 0 | 0 | 0 | 0 | 38 | 38 |
| MO Missouri | 384 | 350 | 6,415 | 0 | 231 | 7,380 |
| MT Montana | 0 | 0 | 0 | 0 | 6 | 6 |
| NE Nebraska | 46 | 115 | 803 | 0 | 538 | 1,502 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 50 | 50 |
| NM New Mexico | 0 | 0 | 230 | 0 | 246 | 476 |
| NY New York | 0 | 0 | 0 | 0 | 108 | 108 |
| NC North Carolina | 0 | 0 | 0 | 0 | 359 | 359 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 179 | 179 |
| OK Oklahoma | 57 | 16 | 853 | 0 | 53 | 979 |
| OR Oregon | 30 | 324 | 345 | 0 | 114 | 813 |
| PA Pennsylvania | 0 | 0 | 904 | 0 | 132 | 1,036 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 21 | 21 |
| SC South Carolina | 0 | 0 | 0 | 0 | 528 | 528 |
| SD South Dakota | 0 | 0 | 24 | 0 | 20 | 44 |
| TN Tennessee | 0 | 0 | 0 | 0 | 815 | 815 |
| TX Texas | 1,283 | 2,176 | 5,126 | 0 | 905 | 9,490 |
| UT Utah | 219 | 59 | 91 | 0 | 8 | 377 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WA Washington | 0 | 16 | 241 | 0 | 110 | 367 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 19 | 0 | 33 | 0 | 271 | 323 |
| WY Wyoming | 0 | 30 | 30 | 0 | 18 | 78 |
| TOTAL U.S.: | 4,761 | 8,621 | 27,524 | 0 | 13,195 | 54,101 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 44 | 44 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 231 | 231 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 227 | 227 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 502 | 502 |
| *EXPORT SALES: | 5,110 | 0 | 1,060 | 0 | 5,584 | 11,754 |
| **TOTAL AG SALES:** | 9,871 | 8,621 | 28,584 | 0 | 19,281 | 66,357 |
| NON-AG U.S. | 5,859 | - | - | 0 | 254 | 6,113 |
| Canada | 0 | - | - | 0 | 27 | 27 |
| *Exports | 324 | - | - | 0 | 18 | 342 |
| **TOTAL NON-AG SALES:** | 6,183 | - | - | 0 | 299 | 6,482 |
| **GRAND TOTAL** | **16,054** | **8,621** | **28,584** | **0** | **19,580** | **72,839** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**FEBRUARY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Columbia | 0 | 0 | 698 | 0 | 424 | 1,122 |
| Costa Rica | 1,561 | 0 | 362 | 0 | 0 | 1,923 |
| Japan | 3,332 | 0 | 0 | 0 | 5,105 | 8,437 |
| Mexico | 217 | 0 | 0 | 0 | 55 | 272 |
| TOTAL AG: | 5,110 | 0 | 1,060 | 0 | 5,584 | 11,754 |
| | | | | | | |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 324 | - | - | 0 | 18 | 342 |
| TOTAL NON-AG: | 324 | - | - | 0 | 18 | 342 |
| | | | | | | |
| TOTAL EXPORTS: | 5,434 | 0, | 1,060 | 0 | 5,602 | 12,096 |

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**MARCH 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| China | 0 | 0 | 0 | 0 | 9,039 | 9,039 |
| Columbia | 0 | 0 | 0 | 0 | 243 | 243 |
| Costa Rica | 0 | 0 | 0 | 0 | 255 | 255 |
| Dom. Republic | 0 | 0 | 1,527 | 0 | 204 | 1,731 |
| Honduras | 0 | 0 | 0 | 0 | 1 | 1 |
| Japan | 0 | 0 | 0 | 0 | 1,622 | 1,622 |
| Mexico | 230 | 0 | 16 | 0 | 155 | 401 |
| Peru | 6,613 | 0 | 0 | 0 | 606 | 7,219 |
| TOTAL AG: | 6,843 | 0 | 1,543 | 0 | 12,125 | 20,511 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 325 | - | - | 0 | 0 | 325 |
| TOTAL NON-AG: | 325 | - | - | 0 | 0 | 325 |
| **TOTAL EXPORTS:** | **7,168** | **0** | **1,543** | **0** | **12,125** | **20,836** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**MARCH 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 206 | 1,807 | 0 | 469 | 2,482 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 15 | 0 | 63 | 0 | 21 | 99 |
| AR Arkansas | 6 | 241 | 4,703 | 0 | 104 | 5,054 |
| CA California | 2,250 | 1,278 | 1,051 | 0 | 690 | 5,269 |
| CO Colorado | 215 | 0 | 535 | 0 | 66 | 816 |
| CT Connecticut | 0 | 0 | 0 | 0 | 123 | 123 |
| DE Delaware | 0 | 0 | 0 | 0 | 66 | 66 |
| FL Florida | 108 | 0 | 0 | 0 | 2,525 | 2,633 |
| GA Georgia | 0 | 0 | 0 | 0 | 1,888 | 1,888 |
| HI Hawaii | 0 | 848 | 0 | 0 | 434 | 1,282 |
| ID Idaho | 185 | 825 | 621 | 0 | 17 | 1,648 |
| IL Illinois | 24 | 32 | 5,726 | 0 | 283 | 6,065 |
| IN Indiana | 0 | 0 | 1,025 | 0 | 336 | 1,361 |
| IA Iowa | 0 | 386 | 1,397 | 0 | 76 | 1,859 |
| KS Kansas | 0 | 650 | 2,226 | 0 | 208 | 3,084 |
| KY Kentucky | 0 | 0 | 3,615 | 0 | 164 | 3,779 |
| LA Louisiana | 365 | 171 | 1,112 | 0 | 0 | 1,648 |
| ME Maine | 0 | 0 | 0 | 0 | 21 | 21 |
| MD Maryland | 0 | 0 | 0 | 0 | 54 | 54 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 15 | 15 |
| MI Michigan | 0 | 0 | 0 | 0 | 230 | 230 |
| MN Minnesota | 0 | 0 | 0 | 0 | 502 | 502 |
| MS Mississippi | 0 | 0 | 0 | 0 | 87 | 87 |
| MO Missouri | 2,348 | 924 | 13,695 | 0 | 149 | 17,116 |
| MT Montana | 0 | 0 | 150 | 0 | 0 | 150 |
| NE Nebraska | 46 | 98 | 285 | 0 | 499 | 928 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 95 | 95 |
| NM New Mexico | 0 | 0 | 667 | 0 | 402 | 1,069 |
| NY New York | 0 | 0 | 0 | 0 | 403 | 403 |
| NC North Carolina | 0 | 0 | 0 | 0 | 816 | 816 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 1,190 | 0 | 906 | 0 | 230 | 2,326 |
| OK Oklahoma | 61 | 201 | 1,525 | 0 | 44 | 1,831 |
| OR Oregon | 44 | 315 | 528 | 0 | 319 | 1,206 |
| PA Pennsylvania | 0 | 0 | 901 | 0 | 217 | 1,118 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 50 | 50 |
| SC South Carolina | 0 | 0 | 0 | 0 | 641 | 641 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 2,420 | 0 | 191 | 2,611 |
| TX Texas | 2,718 | 2,597 | 6,793 | 0 | 1,544 | 13,652 |
| UT Utah | 246 | 0 | 98 | 0 | 6 | 350 |
| VT Vermont | 0 | 0 | 0 | 0 | 17 | 17 |
| VA Virginia | 0 | 0 | 0 | 0 | 118 | 118 |
| WA Washington | 303 | 15 | 304 | 0 | 208 | 830 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 16 | 0 | 403 | 419 |
| WY Wyoming | 0 | 0 | 62 | 0 | 0 | 62 |
| TOTAL U.S.: | 10,124 | 8,787 | 52,231 | 0 | 14,731 | 85,873 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 88 | 88 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 62 | 62 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 643 | 643 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 793 | 793 |
| *EXPORT SALES: | 6,843 | 0 | 1,543 | 0 | 12,125 | 20,511 |
| **TOTAL AG SALES** | 16,967 | 8,787 | 53,774 | 0 | 27,649 | 107,177 |
| NON-AG U.S. | 6,574 | - | - | 0 | 229 | 6,803 |
| CANADA | 0 | - | - | 0 | 12 | 12 |
| *EXPORTS | 325 | - | - | 0 | 0 | 325 |
| **TOTAL NON-AG SALES** | 6,899 | - | - | 0 | 241 | 7,140 |
| **GRAND TOTAL** | **23,866** | **8,787** | **53,774** | **0** | **27,890** | **114,317** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**MARCH 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Argentina | 670 | 0 | 0 | 0 | 670 |
| Australia | 0 | 8,435 | 21,519 | 0 | 29,954 |
| Chile | 8,850 | 0 | 0 | 0 | 8,850 |
| China | 102,317 | 0 | 0 | 0 | 102,317 |
| Costa Rica | 3,521 | 0 | 0 | 0 | 3,521 |
| Denmark | 10,863 | 0 | 0 | 0 | 10,863 |
| Holland | 14,736 | 0 | 10,292 | 0 | 25,028 |
| India | 4,085 | 0 | 0 | 0 | 4,085 |
| Indonesia | 38,216 | 0 | 0 | 0 | 38,216 |
| Japan | 16,781 | 5,236 | 5,376 | 6,715 | 34,108 |
| Korea | 53,412 | 0 | 0 | 0 | 53,412 |
| Malaysia | 34,241 | 3,385 | 0 | 0 | 37,626 |
| Philippines | 10,561 | 0 | 0 | 0 | 10,561 |
| Sri Lanka | 7,040 | 0 | 0 | 0 | 7,040 |
| Switzerland | 21,126 | 0 | 0 | 0 | 21,126 |
| TOTAL AG: | 326,419 | 17,056 | 37,187 | 6,715 | 387,377 |
| NON-AGRICULTURAL | | | | | |
| Japan | 126 | - | - | 0 | 126 |
| Korea | 188 | - | - | 0 | 188 |
| United Kingdom | 100 | - | - | 0 | 100 |
| TOTAL NON-AG: | 414 | - | - | 0 | 414 |
| **TOTAL EXPORTS:** | **326,833** | **17,056** | **37,187** | **6,715** | **387,791** |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**
**MARCH 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 1,279 | 1,219 | 2,244 | 1,124 | 5,866 |
| AK Alaska | 0 | 0 | 181 | 0 | 181 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 533 | 1,071 | 1,604 |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 46 | 0 | 40 | 0 | 86 |
| CT Connecticut | 0 | 245 | (59) | 0 | 186 |
| DE Delaware | 0 | 0 | 1,685 | 55 | 1,740 |
| FL Florida | 10,744 | 2,511 | 3,108 | 726 | 17,089 |
| GA Georgia | 1,283 | 503 | 8,429 | 1,636 | 11,851 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 48 | 732 | 56 | 836 |
| IL Illinois | 4,228 | 47,395 | 20,674 | 9,249 | 81,546 |
| IN Indiana | 1,026 | 30,818 | 2,520 | 4,734 | 39,098 |
| IA Iowa | 305 | 14,103 | 9,627 | 3,194 | 27,229 |
| KS Kansas | 0 | 0 | 173 | 124 | 297 |
| KY Kentucky | 0 | 3,535 | 351 | 166 | 4,052 |
| LA Louisiana | 1,816 | 12,806 | 7,577 | 2,939 | 25,138 |
| ME Maine | 60 | 0 | 17 | 62 | 139 |
| MD Maryland | 1,815 | 61 | 5,348 | 575 | 7,799 |
| MA Massachusetts | 0 | 0 | 0 | 188 | 188 |
| MI Michigan | 1,759 | 9,926 | 2,503 | 377 | 14,565 |
| MN Minnesota | 106 | 4,713 | 8,870 | 785 | 14,474 |
| MS Mississippi | 0 | 0 | 0 | 0 | 0 |
| MO Missouri | 0 | 5,243 | 18,699 | 1,900 | 25,842 |
| MT Montana | 0 | 18 | 907 | 194 | 1,119 |
| NE Nebraska | 0 | 286 | 461 | 764 | 1,511 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 60 | 0 | 60 |
| NJ New Jersey | 0 | 63 | 499 | 215 | 777 |
| NM New Mexico | 0 | 0 | 4 | 0 | 4 |
| NY New York | 14 | 553 | 5,244 | 654 | 6,465 |
| NC North Carolina | 2,085 | 1,339 | 8,215 | 2,133 | 13,772 |
| ND North Dakota | 0 | 0 | 300 | 21 | 321 |
| OH Ohio | 518 | 23,334 | 16,691 | 1,290 | 41,833 |
| OK Oklahoma | 0 | 0 | 31 | 0 | 31 |
| OR Oregon | 0 | 598 | 2,908 | 0 | 3,506 |
| PA Pennsylvania | 423 | 334 | 5,887 | 741 | 7,385 |
| RI Rhode Island | 0 | 0 | 0 | 75 | 75 |
| SC South Carolina | 3,771 | 1,051 | 7,955 | 124 | 12,901 |
| SD South Dakota | 0 | 153 | 466 | 79 | 698 |
| TN Tennessee | 0 | 2,068 | 9,732 | 189 | 11,989 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 0 | 0 | 0 | 1 | 1 |
| VT Vermont | 0 | 0 | 0 | 62 | 62 |
| VA Virginia | 483 | 927 | 11,485 | 1,634 | 14,529 |
| WA Washington | 69 | 1,039 | 4,369 | 581 | 6,058 |
| WV West Virginia | 0 | 547 | 200 | 14 | 761 |
| WI Wisconsin | 1,583 | 9,345 | 2,051 | 746 | 13,725 |
| WY Wyoming | 0 | 0 | 208 | 0 | 208 |
| TOTAL U.S.: | 33,413 | 174,781 | 170,925 | 38,478 | 417,597 |
| CANADA | | | | | |
| AB Alberta | 9 | (20,286) | 2,061 | 194 | (18,022) |
| BC Brit. Columbia | 0 | 13 | (4,346) | 21 | (4,312) |
| MB Manitoba | 0 | 181 | 568 | 46 | 795 |
| NB New Brunswick | 0 | 0 | 1,054 | 0 | 1,054 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 720 | 0 | 720 |
| ON Ontario | 0 | 26,335 | 12,741 | 83 | 39,159 |
| PE Pr.Edward Isle | 0 | 0 | 631 | 0 | 631 |
| PQ Quebec | 0 | 854 | 11,015 | 0 | 11,869 |
| SK Saskatchewan | 0 | 682 | 667 | 0 | 1,349 |
| TOTAL CAN: | 9 | 7,779 | 25,111 | 344 | 33,243 |
| *EXPORT SALES: | 326,419 | 17,056 | 37,187 | 6,715 | 387,377 |
| **TOTAL AG SALES** | 359,841 | 199,616 | 233,223 | 45,537 | 838,217 |
| NON-AG U.S. | 15,917 | - | - | 9,638 | 25,555 |
| CANADA | 1,260 | - | - | 98 | 1,358 |
| *EXPORTS | 414 | - | - | 0 | 414 |
| **TOTAL NON-AG SALES** | 17,591 | - | - | 9,736 | 27,327 |
| **GRAND TOTAL** | **377,432** | **199,616** | **233,223** | **55,273** | **865,544** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**MARCH 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 670 | 0 | 0 | 0 | 0 | 670 |
| Australia | 0 | 8,435 | 21,519 | 0 | 0 | 29,954 |
| Chile | 8,850 | 0 | 0 | 0 | 0 | 8,850 |
| China | 102,317 | 0 | 0 | 0 | 9,039 | 111,356 |
| Columbia | 0 | 0 | 0 | 0 | 243 | 243 |
| Costa Rica | 3,521 | 0 | 0 | 0 | 255 | 3,776 |
| Denmark | 10,863 | 0 | 0 | 0 | 0 | 10,863 |
| Dom. Republic | 0 | 0 | 1,527 | 0 | 204 | 1,731 |
| Holland | 14,736 | 0 | 10,292 | 0 | 0 | 25,028 |
| Honduras | 0 | 0 | 0 | 0 | 1 | 1 |
| India | 4,085 | 0 | 0 | 0 | 0 | 4,085 |
| Indonesia | 38,216 | 0 | 0 | 0 | 0 | 38,216 |
| Japan | 16,781 | 5,236 | 5,376 | 6,715 | 1,622 | 35,730 |
| Korea | 53,412 | 0 | 0 | 0 | 0 | 53,412 |
| Malaysia | 34,241 | 3,385 | 0 | 0 | 0 | 37,626 |
| Mexico | 230 | 0 | 16 | 0 | 155 | 401 |
| Peru | 6,613 | 0 | 0 | 0 | 606 | 7,219 |
| Philippines | 10,561 | 0 | 0 | 0 | 0 | 10,561 |
| Sri Lanka | 7,040 | 0 | 0 | 0 | 0 | 7,040 |
| Switzerland | 21,126 | 0 | 0 | 0 | 0 | 21,126 |
| TOTAL AG: | 333,262 | 17,056 | 38,730 | 6,715 | 12,125 | 407,888 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 126 | - | - | 0 | 0 | 126 |
| Korea | 188 | - | - | 0 | 0 | 188 |
| Mexico | 325 | - | - | 0 | 0 | 325 |
| United Kingdom | 100 | - | - | 0 | 0 | 100 |
| TOTAL NON-AG: | 739 | - | - | 0 | 0 | 739 |
| **TOTAL EXPORTS:** | **334,001** | **17,056** | **38,730** | **6,715** | **12,125** | **408,627** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

MARCH 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,279 | 1,425 | 4,051 | 1,124 | 469 | 8,348 |
| AK Alaska | 0 | 0 | 181 | 0 | 0 | 181 |
| AZ Arizona | 15 | 0 | 63 | 0 | 21 | 99 |
| AR Arkansas | 6 | 241 | 5,236 | 1,071 | 104 | 6,658 |
| CA California | 2,250 | 1,278 | 1,051 | 0 | 690 | 5,269 |
| CO Colorado | 261 | 0 | 575 | 0 | 66 | 902 |
| CT Connecticut | 0 | 245 | (59) | 0 | 123 | 309 |
| DE Delaware | 0 | 0 | 1,685 | 55 | 66 | 1,806 |
| FL Florida | 10,852 | 2,511 | 3,108 | 726 | 2,525 | 19,722 |
| GA Georgia | 1,283 | 503 | 8,429 | 1,636 | 1,888 | 13,739 |
| HI Hawaii | 0 | 848 | 0 | 0 | 434 | 1,282 |
| ID Idaho | 185 | 873 | 1,353 | 56 | 17 | 2,484 |
| IL Illinois | 4,252 | 47,427 | 26,400 | 9,249 | 283 | 87,611 |
| IN Indiana | 1,026 | 30,818 | 3,545 | 4,734 | 336 | 40,459 |
| IA Iowa | 305 | 14,489 | 11,024 | 3,194 | 76 | 29,088 |
| KS Kansas | 0 | 650 | 2,399 | 124 | 208 | 3,381 |
| KY Kentucky | 0 | 3,535 | 3,966 | 166 | 164 | 7,831 |
| LA Louisiana | 2,181 | 12,977 | 8,689 | 2,939 | 0 | 26,786 |
| ME Maine | 60 | 0 | 17 | 62 | 21 | 160 |
| MD Maryland | 1,815 | 61 | 5,348 | 575 | 54 | 7,853 |
| MA Massachusetts | 0 | 0 | 0 | 188 | 15 | 203 |
| MI Michigan | 1,759 | 9,926 | 2,503 | 377 | 230 | 14,795 |
| MN Minnesota | 106 | 4,713 | 8,870 | 785 | 502 | 14,976 |
| MS Mississippi | 0 | 0 | 0 | 0 | 87 | 87 |
| MO Missouri | 2,348 | 6,167 | 32,394 | 1,900 | 149 | 42,958 |
| MT Montana | 0 | 18 | 1,057 | 194 | 0 | 1,269 |
| NE Nebraska | 46 | 384 | 746 | 764 | 499 | 2,439 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 60 | 0 | 0 | 60 |
| NJ New Jersey | 0 | 63 | 499 | 215 | 95 | 872 |
| NM New Mexico | 0 | 0 | 671 | 0 | 402 | 1,073 |
| NY New York | 14 | 553 | 5,244 | 654 | 403 | 6,868 |
| NC North Carolina | 2,085 | 1,339 | 8,215 | 2,133 | 816 | 14,588 |
| ND North Dakota | 0 | 0 | 300 | 21 | 0 | 321 |
| OH Ohio | 1,708 | 23,334 | 17,597 | 1,290 | 230 | 44,159 |
| OK Oklahoma | 61 | 201 | 1,556 | 0 | 44 | 1,862 |
| OR Oregon | 44 | 913 | 3,436 | 0 | 319 | 4,712 |
| PA Pennsylvania | 423 | 334 | 6,788 | 741 | 217 | 8,503 |
| RI Rhode Island | 0 | 0 | 0 | 75 | 50 | 125 |
| SC South Carolina | 3,771 | 1,051 | 7,955 | 124 | 641 | 13,542 |
| SD South Dakota | 0 | 153 | 466 | 79 | 0 | 698 |
| TN Tennessee | 0 | 2,068 | 12,152 | 189 | 191 | 14,600 |
| TX Texas | 2,718 | 2,597 | 6,793 | 0 | 1,544 | 13,652 |
| UT Utah | 246 | 0 | 98 | 1 | 6 | 351 |
| VT Vermont | 0 | 0 | 0 | 62 | 17 | 79 |
| VA Virginia | 483 | 927 | 11,485 | 1,634 | 118 | 14,647 |
| WA Washington | 372 | 1,054 | 4,673 | 581 | 208 | 6,888 |
| WV West Virginia | 0 | 547 | 200 | 14 | 0 | 761 |
| WI Wisconsin | 1,583 | 9,345 | 2,067 | 746 | 403 | 14,144 |
| WY Wyoming | 0 | 0 | 270 | 0 | 0 | 270 |
| TOTAL U.S.: | 43,537 | 183,568 | 223,156 | 38,478 | 14,731 | 503,470 |
| CANADA | | | | | | |
| AB Alberta | 9 | (20,286) | 2,061 | 194 | 0 | (18,022) |
| BC Brit. Columbia | 0 | 13 | (4,346) | 21 | 88 | (4,224) |
| MB Manitoba | 0 | 181 | 568 | 46 | 0 | 795 |
| NB New Brunswick | 0 | 0 | 1,054 | 0 | 0 | 1,054 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 720 | 0 | 0 | 720 |
| ON Ontario | 0 | 26,335 | 12,741 | 83 | 62 | 39,221 |
| PE Pr.Edward Isle | 0 | 0 | 631 | 0 | 0 | 631 |
| PQ Quebec | 0 | 854 | 11,015 | 0 | 643 | 12,512 |
| SK Saskatchewan | 0 | 682 | 667 | 0 | 0 | 1,349 |
| TOTAL CAN: | 9 | 7,779 | 25,111 | 344 | 793 | 34,036 |
| *EXPORT SALES: | 333,262 | 17,056 | 38,730 | 6,715 | 12,125 | 407,888 |
| **TOTAL AG SALES** | 376,808 | 208,403 | 286,997 | 45,537 | 27,649 | 945,394 |
| NON-AG U.S. | 22,491 | - | - | 9,638 | 229 | 32,358 |
| CANADA | 1,260 | - | - | 98 | 12 | 1,370 |
| *EXPORTS | 739 | - | - | 0 | 0 | 739 |
| **TOTAL NON-AG SALES** | 24,490 | - | - | 9,736 | 241 | 34,467 |
| **GRAND TOTAL** | **401,298** | **208,403** | **286,997** | **55,273** | **27,890** | **979,861** |

*Exports listed on reverse.

6/8/87 AP720-1

**POTASH & PHOSPHATE INSTITUTE**
**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | MAR 1987 | MAR 1986 | JUL-MAR 1986/87 | JUL-MAR 1985/86 |
|---|---|---|---|---|
| AL Alabama | 8,348 | 10,521 | 42,452 | 55,662 |
| AK Alaska | 181 | 0 | 1,156 | 61 |
| AZ Arizona | 99 | 66 | 1,198 | 372 |
| AR Arkansas | 6,658 | 7,659 | 38,044 | 33,966 |
| CA California | 5,269 | 4,416 | 45,164 | 32,497 |
| CO Colorado | 902 | 1,289 | 5,247 | 4,388 |
| CT Connecticut | 309 | 601 | 2,788 | 3,290 |
| DE Delaware | 1,806 | 2,852 | 17,954 | 18,096 |
| FL Florida | 19,722 | 16,927 | 112,862 | 113,844 |
| GA Georgia | 13,739 | 22,031 | 89,987 | 111,975 |
| HI Hawaii | 1,282 | 57 | 8,102 | 6,852 |
| ID Idaho | 2,484 | 3,822 | 19,102 | 16,994 |
| IL Illinois | 87,611 | 37,789 | 563,808 | 574,980 |
| IN Indiana | 40,459 | 14,459 | 276,622 | 317,376 |
| IA Iowa | 29,088 | 23,006 | 331,649 | 353,527 |
| KS Kansas | 3,381 | 2,692 | 18,855 | 22,266 |
| KY Kentucky | 7,831 | 9,161 | 80,758 | 87,740 |
| LA Louisiana | 26,786 | 9,396 | 77,825 | 38,408 |
| ME Maine | 160 | 2,074 | 3,280 | 6,281 |
| MD Maryland | 7,853 | 4,415 | 24,420 | 23,579 |
| MA Massachusetts | 203 | 406 | 2,979 | 3,085 |
| MI Michigan | 14,795 | 8,590 | 114,544 | 143,332 |
| MN Minnesota | 14,976 | 11,168 | 219,525 | 229,677 |
| MS Mississippi | 87 | 5,892 | 12,647 | 20,742 |
| MO Missouri | 42,958 | 28,143 | 184,819 | 164,429 |
| MT Montana | 1,269 | 1,369 | 7,065 | 7,194 |
| NE Nebraska | 2,439 | 3,143 | 19,353 | 22,769 |
| NV Nevada | 0 | 373 | 29 | 373 |
| NH New Hampshire | 60 | 0 | 438 | 258 |
| NJ New Jersey | 872 | 909 | 4,978 | 4,738 |
| NM New Mexico | 1,073 | 1,344 | 5,242 | 8,040 |
| NY New York | 6,868 | 6,119 | 41,824 | 44,149 |
| NC North Carolina | 14,588 | 21,432 | 66,670 | 71,786 |
| ND North Dakota | 321 | 945 | 14,706 | 14,111 |
| OH Ohio | 44,159 | 16,726 | 379,483 | 360,202 |
| OK Oklahoma | 1,862 | 2,864 | 12,058 | 13,537 |
| OR Oregon | 4,712 | 4,985 | 21,957 | 17,332 |
| PA Pennsylvania | 8,503 | 4,622 | 43,058 | 39,567 |
| RI Rhode Island | 125 | 80 | 877 | 1,013 |
| SC South Carolina | 13,542 | 14,256 | 54,886 | 92,132 |
| SD South Dakota | 698 | 582 | 6,637 | 7,362 |
| TN Tennessee | 14,600 | 14,543 | 83,367 | 84,712 |
| TX Texas | 13,652 | 16,224 | 81,304 | 92,124 |
| UT Utah | 351 | 1,299 | 2,711 | 12,361 |
| VT Vermont | 79 | 49 | 1,279 | 2,107 |
| VA Virginia | 14,647 | 18,055 | 62,059 | 94,925 |
| WA Washington | 6,888 | 6,261 | 28,899 | 28,225 |
| WV West Virginia | 761 | 542 | 2,124 | 1,870 |
| WI Wisconsin | 14,144 | 11,877 | 202,051 | 192,841 |
| WY Wyoming | 270 | 291 | 938 | 1,207 |
| TOTAL U.S.: | 503,470 | 376,322 | 3,439,780 | 3,598,354 |
| CANADA | | | | |
| AB Alberta | (18,022) | 1,746 | 10,972 | 11,804 |
| BC Brit. Columbia | (4,224) | 1,071 | 3,927 | 3,445 |
| MB Manitoba | 795 | 1,299 | 11,382 | 10,985 |
| NB New Brunswick | 1,054 | 666 | 5,945 | 3,736 |
| NF Newfoundland | 0 | 0 | 0 | 573 |
| NS Nova Scotia | 720 | 287 | 2,394 | 3,920 |
| ON Ontario | 39,221 | 8,207 | 176,842 | 203,988 |
| PE Pr.Edward Isle | 631 | 2,352 | 5,501 | 6,448 |
| PQ Quebec | 12,512 | 8,410 | 78,898 | 105,557 |
| SK Saskatchewan | 1,349 | 1,732 | 9,429 | 4,896 |
| TOTAL CAN: | 34,036 | 25,770 | 305,290 | 355,352 |
| EXPORT SALES: | 407,888 | 250,668 | 2,656,543 | 1,857,235 |
| **TOTAL AGRICULTURAL** | 945,394 | 652,760 | 6,401,613 | 5,810,941 |
| Non-Ag U.S. | 32,358 | 24,727 | 279,797 | 281,393 |
| Canada | 1,370 | 1,772 | 12,496 | 20,026 |
| Exports | 739 | 10,806 | 45,784 | 72,156 |
| **TOTAL NON-AGRICULTURAL** | 34,467 | 37,305 | 338,077 | 373,575 |
| **GRAND TOTAL** | 979,861 | 690,065 | 6,739,690 | 6,184,516 |

6/30/87 A8720-1

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**APRIL 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 8 | 8 |
| Brazil | 15,237 | 5,123 | 7,002 | 0 | 0 | 27,362 |
| Chile | 0 | 0 | 0 | 0 | 3,903 | 3,903 |
| China | 25,679 | 0 | 0 | 0 | 0 | 25,679 |
| Columbia | 565 | 3,360 | 0 | 0 | 0 | 3,925 |
| Costa Rica | 0 | 0 | 972 | 0 | 485 | 1,457 |
| Dom. Republic | 0 | 0 | 3,325 | 0 | 106 | 3,431 |
| El Salvador | 0 | 0 | 0 | 0 | 242 | 242 |
| Japan | 9,834 | 0 | 0 | 0 | 5,187 | 15,021 |
| Korea | 0 | 0 | 0 | 0 | 21 | 21 |
| Martinique | 0 | 0 | 0 | 0 | 763 | 763 |
| Mexico | 229 | 0 | 0 | 0 | 37 | 266 |
| New Zealand | 0 | 0 | 0 | 0 | 30 | 30 |
| Panama | 0 | 0 | 0 | 0 | 2 | 2 |
| Puerto Rico | 0 | 0 | 0 | 0 | 11 | 11 |
| Thailand | 0 | 0 | 0 | 0 | 3,003 | 3,003 |
| Venezuela | 0 | 0 | 667 | 0 | 0 | 667 |
| TOTAL AG: | 51,544 | 8,483 | 11,966 | 0 | 13,798 | 85,791 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 271 | - | - | 0 | 0 | 271 |
| TOTAL NON-AG: | 271 | - | - | 0 | 0 | 271 |
| **TOTAL EXPORTS:** | **51,815** | **8,483** | **11,966** | **0** | **13,798** | **86,062** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**APRIL 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 145 | 908 | 14 | 570 | 1,637 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 121 | 0 | 77 | 0 | 5 | 203 |
| AR Arkansas | 16 | 66 | 6,247 | 13 | 93 | 6,435 |
| CA California | 5,102 | 2,261 | 1,799 | 0 | 918 | 10,080 |
| CO Colorado | 479 | 32 | 962 | 85 | 191 | 1,749 |
| CT Connecticut | 0 | 0 | 0 | 0 | 27 | 27 |
| DE Delaware | 0 | 0 | 0 | 0 | 138 | 138 |
| FL Florida | 44 | 0 | 0 | 0 | 2,530 | 2,574 |
| GA Georgia | 122 | 0 | 0 | 0 | 2,478 | 2,600 |
| HI Hawaii | 0 | 183 | 0 | 0 | 116 | 299 |
| ID Idaho | 377 | 1,503 | 1,206 | 0 | 11 | 3,097 |
| IL Illinois | 0 | 16 | 3,810 | 0 | 221 | 4,047 |
| IN Indiana | 0 | 0 | 2,057 | 0 | 278 | 2,335 |
| IA Iowa | 77 | 127 | 287 | 0 | 58 | 549 |
| KS Kansas | 420 | 628 | 5,410 | 195 | 252 | 6,905 |
| KY Kentucky | 2 | 0 | 3,623 | 0 | 987 | 4,612 |
| LA Louisiana | 903 | 875 | 2,893 | 29 | 26 | 4,726 |
| ME Maine | 0 | 0 | 0 | 0 | 31 | 31 |
| MD Maryland | 0 | 0 | 0 | 0 | 44 | 44 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 52 | 52 |
| MI Michigan | 0 | 0 | 0 | 0 | 305 | 305 |
| MN Minnesota | 44 | 0 | 129 | 331 | 1,052 | 1,556 |
| MS Mississippi | 0 | 0 | 1,815 | 0 | 139 | 1,954 |
| MO Missouri | 2,165 | 1,383 | 16,610 | 395 | 104 | 20,657 |
| MT Montana | 0 | 0 | 30 | 0 | 0 | 30 |
| NE Nebraska | 216 | 42 | 678 | 0 | 1,010 | 1,946 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 29 | 29 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 103 | 103 |
| NM New Mexico | 0 | 0 | 288 | 0 | 202 | 490 |
| NY New York | 0 | 0 | 0 | 0 | 430 | 430 |
| NC North Carolina | 0 | 0 | 0 | 0 | 1,043 | 1.043 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 336 | 0 | 2,724 | 0 | 545 | 3,605 |
| OK Oklahoma | 94 | 222 | 3,959 | 96 | 109 | 4,480 |
| OR Oregon | 199 | 225 | 734 | 0 | 424 | 1,582 |
| PA Pennsylvania | 51 | 0 | 1,819 | 0 | 196 | 2,066 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 11 | 11 |
| SC South Carolina | 0 | 0 | 0 | 0 | 655 | 655 |
| SD South Dakota | 0 | 0 | 16 | 0 | 0 | 16 |
| TN Tennessee | 0 | 0 | 1,238 | 14 | 93 | 1,345 |
| TX Texas | 2,190 | 9,732 | 13,020 | 2,210 | 1,105 | 28,257 |
| UT Utah | 268 | 0 | 30 | 0 | 6 | 304 |
| VT Vermont | 0 | 0 | 0 | 0 | 72 | 72 |
| VA Virginia | 0 | 0 | 0 | 0 | 467 | 467 |
| WA Washington | 2,010 | 30 | 595 | 0 | 291 | 2,926 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 21 | 0 | 15 | 0 | 823 | 859 |
| WY Wyoming | 135 | 0 | 91 | 0 | 28 | 254 |
| TOTAL U.S.: | 15,392 | 17,470 | 73,070 | 3,382 | 18,268 | 127,582 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 87 | 87 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 225 | 225 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 241 | 241 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 140 | 140 |
| PQ Quebec | 0 | 0 | 0 | 0 | 1,540 | 1,540 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 2,233 | 2,233 |
| *EXPORT SALES: | 51,544 | 8,483 | 11,966 | 0 | 13,798 | 85,791 |
| **TOTAL AG SALES** | 66,936 | 25,953 | 85,036 | 3,382 | 34,299 | 215,606 |
| NON-AG U.S. | 10,026 | - | - | 2,992 | 293 | 13,311 |
| CANADA | 0 | - | - | 0 | 12 | 12 |
| *EXPORTS | 271 | - | - | 0 | 0 | 271 |
| **TOTAL NON-AG SALES** | 10,297 | - | - | 2,992 | 305 | 13,594 |
| **GRAND TOTAL** | **77,233** | **25,953** | **85,036** | **6,374** | **34,604** | **229,200** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**APRIL 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 26 | 0 | 10,440 | 0 | 10,466 |
| Brazil | 5,297 | 18,443 | 6,119 | 0 | 29,859 |
| China | 57,291 | 0 | 0 | 0 | 57,291 |
| Columbia | 4,655 | 0 | 0 | 0 | 4,655 |
| Holland | 11,331 | 0 | 22,351 | 0 | 33,682 |
| India | 201 | 0 | 0 | 0 | 201 |
| Indonesia | 46,614 | 0 | 0 | 0 | 46,614 |
| Jamaica | 0 | 1,816 | 0 | 0 | 1,816 |
| Japan | 13,878 | 4,740 | 2,684 | 6,778 | 28,080 |
| Korea | 28,623 | 0 | 0 | 0 | 28,623 |
| Malaysia | 25,010 | 0 | 0 | 0 | 25,010 |
| New Zealand | 9,843 | 1,718 | 0 | 0 | 11,561 |
| Philippines | 7,039 | 0 | 0 | 0 | 7,039 |
| Taiwan | 16,973 | 0 | 0 | 0 | 16,973 |
| TOTAL AG: | 226,781 | 26,717 | 41,594 | 6,778 | 301,870 |
| | | | | | |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 7,584 | 7,584 |
| Japan | 125 | - | - | 2,773 | 2,898 |
| Korea | 0 | - | - | 7,628 | 7,628 |
| TOTAL NON-AG: | 125 | - | - | 17,985 | 18,110 |
| | | | | | |
| **TOTAL EXPORTS:** | **226,906** | **26,717** | **41,594** | **24,763** | **319,980** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

APRIL 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 1,923 | 2,119 | 6,221 | 74 | 10,237 |
| AK Alaska | 0 | 122 | 218 | 220 | 560 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 1,219 | 311 | 1,530 |
| CA California | 0 | 0 | 309 | 63 | 372 |
| CO Colorado | 48 | 0 | 31 | 75 | 154 |
| CT Connecticut | 0 | 1,028 | (608) | 0 | 420 |
| DE Delaware | 0 | 0 | 2,018 | 28 | 2,046 |
| FL Florida | 5,920 | 1,897 | 2,097 | 554 | 10,468 |
| GA Georgia | 870 | 2,442 | 4,605 | 1,665 | 9,582 |
| HI Hawaii | 0 | 2,477 | 15 | 0 | 2,492 |
| ID Idaho | 0 | 324 | 1,472 | 339 | 2,135 |
| IL Illinois | 3,604 | 38,173 | 11,093 | 6,023 | 58,893 |
| IN Indiana | 2,213 | 30,587 | 3,640 | 6,516 | 42,956 |
| IA Iowa | 182 | 31,507 | 23,412 | 18,618 | 73,719 |
| KS Kansas | 0 | 101 | 608 | 273 | 982 |
| KY Kentucky | 0 | 4,160 | 3,166 | 212 | 7,538 |
| LA Louisiana | 1,826 | 4,538 | 6,575 | 451 | 13,390 |
| ME Maine | 0 | 0 | 2,299 | 0 | 2,299 |
| MD Maryland | 0 | 0 | 767 | 1,107 | 1,874 |
| MA Massachusetts | 0 | 360 | (240) | 0 | 120 |
| MI Michigan | 1,112 | 22,561 | 7,967 | 934 | 32,574 |
| MN Minnesota | 94 | 20,140 | 44,984 | 4,929 | 70,147 |
| MS Mississippi | 0 | 1,889 | 970 | 938 | 3,797 |
| MO Missouri | 1,343 | 5,976 | 22,341 | 4,721 | 34,381 |
| MT Montana | 0 | 72 | 3,132 | 103 | 3,307 |
| NE Nebraska | 60 | 691 | 1,497 | 1,243 | 3,491 |
| NV Nevada | 0 | 0 | 13 | 0 | 13 |
| NH New Hampshire | 0 | 0 | 120 | 0 | 120 |
| NJ New Jersey | 0 | 341 | 323 | 124 | 788 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 15 | 748 | 7,322 | 678 | 8,763 |
| NC North Carolina | 564 | 1,521 | 8,276 | 1,537 | 11,898 |
| ND North Dakota | 0 | 2,462 | 4,125 | 100 | 6,687 |
| OH Ohio | (2,573) | 14,205 | 17,332 | 1,632 | 30,596 |
| OK Oklahoma | 0 | 29 | 91 | 77 | 197 |
| OR Oregon | 0 | 603 | 1,616 | 87 | 2,306 |
| PA Pennsylvania | 305 | 978 | 4,284 | 819 | 6,386 |
| RI Rhode Island | 0 | 0 | 244 | 62 | 306 |
| SC South Carolina | 0 | 908 | 4,000 | 561 | 5,469 |
| SD South Dakota | 0 | 1,228 | 2,091 | 753 | 4,072 |
| TN Tennessee | 967 | 3,841 | 6,201 | 1,002 | 12,011 |
| TX Texas | 0 | 0 | 26 | 78 | 104 |
| UT Utah | 1,240 | 0 | 0 | 0 | 1,240 |
| VT Vermont | 0 | 0 | 362 | 126 | 488 |
| VA Virginia | 2,516 | 425 | 15,715 | 569 | 19,225 |
| WA Washington | 54 | 671 | 4,727 | 281 | 5,733 |
| WV West Virginia | 0 | 425 | 199 | 0 | 624 |
| WI Wisconsin | 1,170 | 21,736 | 13,927 | 2,865 | 39,698 |
| WY Wyoming | 0 | 0 | 223 | 0 | 223 |
| TOTAL U.S.: | 23,353 | 221,285 | 241,025 | 60,748 | 546,411 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 4,928 | 666 | 5,594 |
| BC Brit. Columbia | 0 | 0 | 2,339 | 0 | 2,339 |
| MB Manitoba | 0 | 750 | 3,719 | 685 | 5,154 |
| NB New Brunswick | 0 | 2,047 | 1,530 | 0 | 3,577 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 1,800 | 0 | 1,800 |
| ON Ontario | 13 | 3,771 | 2,495 | 204 | 6,483 |
| PE Pr.Edward Isle | 0 | 0 | 602 | 0 | 602 |
| PQ Quebec | 0 | 4,593 | 10,722 | 13 | 15,328 |
| SK Saskatchewan | 4 | 72 | 15,237 | 0 | 15,313 |
| TOTAL CAN: | 17 | 11,233 | 43,372 | 1,568 | 56,190 |
| *EXPORT SALES: | 226,781 | 26,717 | 41,594 | 6,778 | 301,870 |
| **TOTAL AG SALES** | 250,151 | 259,235 | 325,991 | 69,094 | 904,471 |
| NON-AG U.S. | 10,875 | - | - | 9,511 | 20,386 |
| CANADA | 1,545 | - | - | 53 | 1,598 |
| *EXPORTS | 125 | - | - | 17,985 | 18,110 |
| **TOTAL NON-AG SALES** | 12,545 | - | - | 27,549 | 40,094 |
| **GRAND TOTAL** | **262,696** | **259,235** | **325,991** | **96,643** | **944,565** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**APRIL 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 26 | 0 | 10,440 | 0 | 8 | 10,474 |
| Brazil | 20,534 | 23,566 | 13,121 | 0 | 0 | 57,221 |
| Chile | 0 | 0 | 0 | 0 | 3,903 | 3,903 |
| China | 82,970 | 0 | 0 | 0 | 0 | 82,970 |
| Columbia | 5,220 | 3,360 | 0 | 0 | 0 | 8,580 |
| Costa Rica | 0 | 0 | 972 | 0 | 485 | 1,457 |
| Dom. Republic | 0 | 0 | 3,325 | 0 | 106 | 3,431 |
| El Salvador | 0 | 0 | 0 | 0 | 242 | 242 |
| Holland | 11,331 | 0 | 22,351 | 0 | 0 | 33,682 |
| India | 201 | 0 | 0 | 0 | 0 | 201 |
| Indonesia | 46,614 | 0 | 0 | 0 | 0 | 46,614 |
| Jamaica | 0 | 1,816 | 0 | 0 | 0 | 1,816 |
| Japan | 23,712 | 4,740 | 2,684 | 6,778 | 5,187 | 43,101 |
| Korea | 28,623 | 0 | 0 | 0 | 21 | 28,644 |
| Malaysia | 25,010 | 0 | 0 | 0 | 0 | 25,010 |
| Martinique | 0 | 0 | 0 | 0 | 763 | 763 |
| Mexico | 229 | 0 | 0 | 0 | 37 | 266 |
| New Zealand | 9,843 | 1,718 | 0 | 0 | 30 | 11,591 |
| Panama | 0 | 0 | 0 | 0 | 2 | 2 |
| Philippines | 7,039 | 0 | 0 | 0 | 0 | 7,039 |
| Puerto Rico | 0 | 0 | 0 | 0 | 11 | 11 |
| Taiwan | 16,973 | 0 | 0 | 0 | 0 | 16,973 |
| Thailand | 0 | 0 | 0 | 0 | 3,003 | 3,003 |
| Venezuela | 0 | 0 | 667 | 0 | 0 | 667 |
| TOTAL AG: | 278,325 | 35,200 | 53,560 | 6,778 | 13,798 | 387,661 |
| NON-AGRICULTURAL | | | | | | |
| Italy | 0 | - | - | 7,584 | 0 | 7,584 |
| Japan | 125 | - | - | 2,773 | 0 | 2,898 |
| Korea | 0 | - | - | 7,628 | 0 | 7,628 |
| Mexico | 271 | - | - | 0 | 0 | 271 |
| TOTAL NON-AG: | 396 | - | - | 17,985 | 0 | 18,381 |
| **TOTAL EXPORTS:** | **278,721** | **35,200** | **53,560** | **24,763** | **13,798** | **406,042** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**APRIL 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 1,823 | 2,264 | 7,129 | 88 | 570 | 11,874 |
| AK Alaska | 0 | 122 | 218 | 220 | 0 | 560 |
| AZ Arizona | 121 | 0 | 77 | 0 | 5 | 203 |
| AR Arkansas | 16 | 66 | 7,466 | 324 | 93 | 7,965 |
| CA California | 5,102 | 2,261 | 2,108 | 63 | 918 | 10,452 |
| CO Colorado | 527 | 32 | 993 | 160 | 191 | 1,903 |
| CT Connecticut | 0 | 1,028 | (608) | 0 | 27 | 447 |
| DE Delaware | 0 | 0 | 2,018 | 28 | 138 | 2,184 |
| FL Florida | 5,964 | 1,897 | 2,097 | 554 | 2,530 | 13,042 |
| GA Georgia | 992 | 2,442 | 4,605 | 1,665 | 2,478 | 12,182 |
| HI Hawaii | 0 | 2,660 | 15 | 0 | 116 | 2,791 |
| ID Idaho | 377 | 1,827 | 2,678 | 339 | 11 | 5,232 |
| IL Illinois | 3,604 | 38,189 | 14,903 | 6,023 | 221 | 62,940 |
| IN Indiana | 2,213 | 30,587 | 5,697 | 6,516 | 278 | 45,291 |
| IA Iowa | 259 | 31,634 | 23,699 | 18,618 | 58 | 74,268 |
| KS Kansas | 420 | 729 | 6,018 | 468 | 252 | 7,887 |
| KY Kentucky | 2 | 4,160 | 6,789 | 212 | 987 | 12,150 |
| LA Louisiana | 2,729 | 5,413 | 9,468 | 480 | 26 | 18,116 |
| ME Maine | 0 | 0 | 2,299 | 0 | 31 | 2,330 |
| MD Maryland | 0 | 0 | 767 | 1,107 | 44 | 1,918 |
| MA Massachusetts | 0 | 360 | (240) | 0 | 52 | 172 |
| MI Michigan | 1,112 | 22,561 | 7,967 | 934 | 305 | 32,879 |
| MN Minnesota | 138 | 20,140 | 45,113 | 5,260 | 1,052 | 71,703 |
| MS Mississippi | 0 | 1,889 | 2,785 | 938 | 139 | 5,751 |
| MO Missouri | 3,508 | 7,359 | 38,951 | 5,116 | 104 | 55,038 |
| MT Montana | 0 | 72 | 3,162 | 103 | 0 | 3,337 |
| NE Nebraska | 276 | 733 | 2,175 | 1,243 | 1,010 | 5,437 |
| NV Nevada | 0 | 0 | 13 | 0 | 0 | 13 |
| NH New Hampshire | 0 | 0 | 120 | 0 | 29 | 149 |
| NJ New Jersey | 0 | 341 | 323 | 124 | 103 | 891 |
| NM New Mexico | 0 | 0 | 288 | 0 | 202 | 490 |
| NY New York | 15 | 748 | 7,322 | 678 | 430 | 9,193 |
| NC North Carolina | 564 | 1,521 | 8,276 | 1,537 | 1,043 | 12,941 |
| ND North Dakota | 0 | 2,462 | 4,125 | 100 | 0 | 6,687 |
| OH Ohio | (2,237) | 14,205 | 20,056 | 1,632 | 545 | 34,201 |
| OK Oklahoma | 94 | 251 | 4,050 | 173 | 109 | 4,677 |
| OR Oregon | 199 | 828 | 2,350 | 87 | 424 | 3,888 |
| PA Pennsylvania | 356 | 978 | 6,103 | 819 | 196 | 8,452 |
| RI Rhode Island | 0 | 0 | 244 | 62 | 11 | 317 |
| SC South Carolina | 0 | 908 | 4,000 | 561 | 655 | 6,124 |
| SD South Dakota | 0 | 1,228 | 2,107 | 753 | 0 | 4,088 |
| TN Tennessee | 967 | 3,841 | 7,439 | 1,016 | 93 | 13,356 |
| TX Texas | 2,190 | 9,732 | 13,046 | 2,288 | 1,105 | 28,361 |
| UT Utah | 1,508 | 0 | 30 | 0 | 6 | 1,544 |
| VT Vermont | 0 | 0 | 362 | 126 | 72 | 560 |
| VA Virginia | 2,516 | 425 | 15,715 | 569 | 467 | 19,692 |
| WA Washington | 2,064 | 701 | 5,322 | 281 | 291 | 8,659 |
| WV West Virginia | 0 | 425 | 199 | 0 | 0 | 624 |
| WI Wisconsin | 1,191 | 21,736 | 13,942 | 2,865 | 823 | 40,557 |
| WY Wyoming | 135 | 0 | 314 | 0 | 28 | 477 |
| TOTAL U.S.: | 38,745 | 238,755 | 314,095 | 64,130 | 18,268 | 673,993 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 4,928 | 666 | 0 | 5,594 |
| BC Brit. Columbia | 0 | 0 | 2,339 | 0 | 87 | 2,426 |
| MB Manitoba | 0 | 750 | 3,719 | 685 | 0 | 5,154 |
| NB New Brunswick | 0 | 2,047 | 1,530 | 0 | 225 | 3,802 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 1,800 | 0 | 0 | 1,800 |
| ON Ontario | 13 | 3,771 | 2,495 | 204 | 241 | 6,724 |
| PE Pr.Edward Isle | 0 | 0 | 602 | 0 | 140 | 742 |
| PQ Quebec | 0 | 4,593 | 10,722 | 13 | 1,540 | 16,868 |
| SK Saskatchewan | 4 | 72 | 15,237 | 0 | 0 | 15,313 |
| TOTAL CAN: | 17 | 11,233 | 43,372 | 1,568 | 2,233 | 58,423 |
| *EXPORT SALES: | 278,325 | 35,200 | 53,560 | 6,778 | 13,798 | 387,661 |
| **TOTAL AG SALES** | 317,087 | 285,188 | 411,027 | 72,476 | 34,299 | 1,120,077 |
| NON-AG U.S. | 20,901 | - | - | 12,503 | 293 | 33,697 |
| CANADA | 1,545 | - | - | 53 | 12 | 1,610 |
| *EXPORTS | 396 | - | - | 17,985 | 0 | 18,381 |
| **TOTAL NON-AG SALES** | 22,842 | - | - | 30,541 | 305 | 53,688 |
| **GRAND TOTAL** | **339,929** | **285,188** | **411,027** | **103,017** | **34,604** | **1,173,765** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | APR 1987 | APR 1986 | JUL-APR 1986/87 | JUL-APR 1985/86 |
|---|---|---|---|---|
| AL Alabama | 11,874 | 9,939 | 54,326 | 65,601 |
| AK Alaska | 560 | 0 | 1,716 | 61 |
| AZ Arizona | 203 | 13 | 1,401 | 385 |
| AR Arkansas | 7,965 | 13,429 | 46,009 | 47,395 |
| CA California | 10,452 | 8,788 | 55,616 | 41,285 |
| CO Colorado | 1,903 | 1,426 | 7,150 | 5,814 |
| CT Connecticut | 447 | 1,182 | 3,235 | 4,472 |
| DE Delaware | 2,184 | 752 | 20,138 | 18,848 |
| FL Florida | 13,042 | 16,094 | 125,904 | 129,938 |
| GA Georgia | 12,182 | 13,910 | 102,169 | 125,885 |
| HI Hawaii | 2,791 | 1,838 | 10,893 | 8,690 |
| ID Idaho | 5,232 | 5,579 | 24,334 | 22,573 |
| IL Illinois | 62,940 | 127,235 | 626,748 | 702,215 |
| IN Indiana | 45,291 | 67,130 | 321,913 | 384,506 |
| IA Iowa | 74,268 | 88,191 | 405,917 | 441,718 |
| KS Kansas | 7,887 | 3,469 | 26,742 | 25,735 |
| KY Kentucky | 12,150 | 25,001 | 92,908 | 112,741 |
| LA Louisiana | 18,116 | 8,396 | 95,941 | 46,804 |
| ME Maine | 2,330 | 1,197 | 5,610 | 7,478 |
| MD Maryland | 1,918 | 5,736 | 26,338 | 29,315 |
| MA Massachusetts | 172 | 534 | 3,151 | 3,619 |
| MI Michigan | 32,879 | 28,664 | 147,423 | 171,996 |
| MN Minnesota | 71,703 | 38,042 | 291,228 | 267,719 |
| MS Mississippi | 5,751 | 6,921 | 18,398 | 27,663 |
| MO Missouri | 55,038 | 46,824 | 239,857 | 211,253 |
| MT Montana | 3,337 | 3,251 | 10,402 | 10,445 |
| NE Nebraska | 5,437 | 6,187 | 24,790 | 28,956 |
| NV Nevada | 13 | 0 | 42 | 373 |
| NH New Hampshire | 149 | 143 | 587 | 401 |
| NJ New Jersey | 891 | 1,438 | 5,869 | 6,176 |
| NM New Mexico | 490 | 2,334 | 5,732 | 10,374 |
| NY New York | 9,193 | 10,149 | 51,017 | 54,298 |
| NC North Carolina | 12,941 | 21,971 | 79,611 | 93,757 |
| ND North Dakota | 6,687 | 2,370 | 21,393 | 16,481 |
| OH Ohio | 34,201 | 37,927 | 413,684 | 398,129 |
| OK Oklahoma | 4,677 | 2,250 | 16,735 | 15,787 |
| OR Oregon | 3,888 | 4,324 | 25,845 | 21,656 |
| PA Pennsylvania | 8,452 | 14,310 | 51,510 | 53,877 |
| RI Rhode Island | 317 | 487 | 1,194 | 1,500 |
| SC South Carolina | 6,124 | 14,699 | 61,010 | 106,831 |
| SD South Dakota | 4,088 | 2,284 | 10,725 | 9,646 |
| TN Tennessee | 13,356 | 38,623 | 96,723 | 123,335 |
| TX Texas | 28,361 | 22,555 | 109,665 | 114,679 |
| UT Utah | 1,544 | 152 | 4,255 | 12,513 |
| VT Vermont | 560 | 803 | 1,839 | 2,910 |
| VA Virginia | 19,692 | 22,375 | 81,751 | 117,300 |
| WA Washington | 8,659 | 6,814 | 37,558 | 35,039 |
| WV West Virginia | 624 | 1,099 | 2,748 | 2,969 |
| WI Wisconsin | 40,557 | 39,097 | 242,608 | 231,938 |
| WY Wyoming | 477 | 431 | 1,415 | 1,638 |
| TOTAL U.S.: | 673,993 | 776,363 | 4,113,773 | 4,374,717 |
| CANADA | | | | |
| AB Alberta | 5,594 | 7,391 | 16,566 | 19,195 |
| BC Brit. Columbia | 2,426 | 2,931 | 12,304 | 6,376 |
| MB Manitoba | 5,154 | 3,500 | 16,536 | 14,485 |
| NB New Brunswick | 3,802 | 2,435 | 9,747 | 6,171 |
| NF Newfoundland | 0 | 0 | 0 | 573 |
| NS Nova Scotia | 1,800 | 881 | 4,194 | 4,801 |
| ON Ontario | 6,724 | 17,920 | 183,566 | 221,908 |
| PE Pr.Edward Isle | 742 | (108) | 6,243 | 6,340 |
| PQ Quebec | 16,868 | 15,553 | 95,766 | 121,110 |
| SK Saskatchewan | 15,313 | 1,970 | 24,742 | 6,866 |
| TOTAL CAN: | 58,423 | 52,473 | 369,664 | 407,825 |
| EXPORT SALES: | 387,661 | 294,339 | 3,044,204 | 2,151,574 |
| **TOTAL AGRICULTURAL** | 1,120,077 | 1,123,175 | 7,527,641 | 6,934,116 |
| Non-Ag U.S. | 33,697 | 23,274 | 313,494 | 304,667 |
| Canada | 1,610 | 1,227 | 14,106 | 21,253 |
| Exports | 18,381 | 4,730 | 64,165 | 76,886 |
| **TOTAL NON-AGRICULTURAL** | 53,688 | 29,231 | 391,765 | 402,806 |
| **GRAND TOTAL** | **1,173,765** | **1,152,406** | **7,919,406** | **7,336,922** |

9/1/87 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | MAY 1987 | MAY 1986 | JUL-MAY 1986/87 | JUL-MAY 1985/86 |
|---|---|---|---|---|---|
| AL | Alabama | 2,540 | 4,089 | 56,866 | 69,690 |
| AK | Alaska | 542 | 0 | 2,258 | 61 |
| AZ | Arizona | 74 | 143 | 1,475 | 528 |
| AR | Arkansas | 5,499 | 4,115 | 51,508 | 51,510 |
| CA | California | 7,110 | 5,610 | 62,726 | 46,895 |
| CO | Colorado | 828 | 691 | 7,978 | 6,505 |
| CT | Connecticut | 790 | 481 | 4,025 | 4,953 |
| DE | Delaware | 2,269 | 2,133 | 22,407 | 20,981 |
| FL | Florida | 10,001 | 15,507 | 135,905 | 145,445 |
| GA | Georgia | 7,726 | 6,851 | 109,895 | 132,736 |
| HI | Hawaii | 83 | 1,868 | 10,976 | 10,558 |
| ID | Idaho | 1,532 | 3,632 | 25,866 | 26,205 |
| IL | Illinois | 37,447 | 44,934 | 664,195 | 747,149 |
| IN | Indiana | 39,209 | 41,833 | 361,122 | 426,339 |
| IA | Iowa | 19,196 | 34,941 | 425,113 | 476,659 |
| KS | Kansas | 4,144 | 7,076 | 30,886 | 32,811 |
| KY | Kentucky | 8,927 | 14,777 | 101,835 | 127,518 |
| LA | Louisiana | 4,583 | 3,634 | 100,524 | 50,438 |
| ME | Maine | 1,476 | 758 | 7,086 | 8,236 |
| MD | Maryland | 1,825 | 2,763 | 28,163 | 32,078 |
| MA | Massachusetts | 605 | 1,896 | 3,756 | 5,515 |
| MI | Michigan | 44,634 | 45,430 | 192,057 | 217,426 |
| MN | Minnesota | 23,229 | 60,127 | 314,457 | 327,846 |
| MS | Mississippi | 81 | 1,076 | 18,479 | 28,739 |
| MO | Missouri | 21,007 | 19,633 | 260,864 | 230,886 |
| MT | Montana | 645 | 859 | 11,047 | 11,304 |
| NE | Nebraska | 3,058 | 6,002 | 27,848 | 34,958 |
| NV | Nevada | 0 | 0 | 42 | 373 |
| NH | New Hampshire | 120 | 79 | 707 | 480 |
| NJ | New Jersey | 999 | 1,022 | 6,868 | 7,198 |
| NM | New Mexico | 3,921 | 550 | 9,653 | 10,924 |
| NY | New York | 18,878 | 12,617 | 69,895 | 66,915 |
| NC | North Carolina | 3,879 | 4,314 | 83,490 | 98,071 |
| ND | North Dakota | 3,874 | 7,258 | 25,267 | 23,739 |
| OH | Ohio | 21,713 | 42,542 | 435,397 | 440,671 |
| OK | Oklahoma | 3,325 | 3,376 | 20,060 | 19,163 |
| OR | Oregon | 2,117 | 3,058 | 27,962 | 24,714 |
| PA | Pennsylvania | 8,252 | 7,109 | 59,762 | 60,986 |
| RI | Rhode Island | 344 | 134 | 1,538 | 1,634 |
| SC | South Carolina | 1,872 | 1,249 | 62,882 | 108,080 |
| SD | South Dakota | 2,714 | 3,280 | 13,439 | 12,926 |
| TN | Tennessee | 13,567 | 15,512 | 110,290 | 138,847 |
| TX | Texas | 16,243 | 16,731 | 125,908 | 131,410 |
| UT | Utah | 256 | 129 | 4,511 | 12,642 |
| VT | Vermont | 830 | 720 | 2,669 | 3,630 |
| VA | Virginia | 9,682 | 15,540 | 91,433 | 132,840 |
| WA | Washington | 2,859 | 3,901 | 40,417 | 38,940 |
| WV | West Virginia | 500 | 266 | 3,248 | 3,235 |
| WI | Wisconsin | 31,422 | 52,569 | 274,030 | 284,507 |
| WY | Wyoming | 163 | 156 | 1,578 | 1,794 |
| | TOTAL U.S.: | 396,590 | 522,971 | 4,510,363 | 4,897,688 |
| CANADA | | | | | |
| AB | Alberta | 11,695 | 10,791 | 28,261 | 29,986 |
| BC | Brit. Columbia | 1,142 | 617 | 7,495 | 6,993 |
| MB | Manitoba | 5,522 | 5,487 | 22,058 | 19,972 |
| NB | New Brunswick | 4,194 | 4,197 | 13,941 | 10,368 |
| NF | Newfoundland | 0 | 0 | 0 | 573 |
| NS | Nova Scotia | 2,081 | 962 | 6,275 | 5,763 |
| ON | Ontario | 11,933 | 11,698 | 195,499 | 233,606 |
| PE | Pr.Edward Isle | 5,849 | 4,151 | 12,092 | 10,491 |
| PQ | Quebec | 14,095 | 14,797 | 109,861 | 135,907 |
| SK | Saskatchewan | 3,928 | 6,104 | 28,670 | 12,970 |
| | TOTAL CAN: | 60,439 | 58,804 | 424,152 | 466,629 |
| EXPORT SALES: | | 335,828 | 357,745 | 3,380,032 | 2,509,319 |
| **TOTAL AGRICULTURAL** | | 792,857 | 939,520 | 8,314,547 | 7,873,636 |
| NON-AG | U.S. | 27,184 | 36,045 | 340,678 | 340,712 |
| | Canada | 1,627 | 1,833 | 15,733 | 23,086 |
| | Exports | 10,968 | 8,068 | 75,133 | 84,954 |
| **TOTAL NON-AGRICULTURAL** | | 39,779 | 45,946 | 431,544 | 448,752 |
| **GRAND TOTAL** | | **832,636** | **985,466** | **8,746,091** | **8,322,388** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**MAY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 243 | 32 | 1,803 | 324 | 138 | 2,540 |
| AK Alaska | 0 | 122 | 420 | 0 | 0 | 542 |
| AZ Arizona | 47 | 0 | 16 | 0 | 11 | 74 |
| AR Arkansas | 32 | 32 | 4,513 | 872 | 50 | 5,499 |
| CA California | 2,702 | 1,500 | 1,578 | 250 | 1,080 | 7,110 |
| CO Colorado | 229 | 0 | 482 | 64 | 53 | 828 |
| CT Connecticut | 0 | 243 | 486 | 0 | 61 | 790 |
| DE Delaware | 0 | 0 | 2,229 | 15 | 25 | 2,269 |
| FL Florida | 1,980 | 1,297 | 3,071 | 436 | 3,217 | 10,001 |
| GA Georgia | 1,601 | 0 | 4,157 | 1,049 | 919 | 7,726 |
| HI Hawaii | 0 | 0 | 0 | 0 | 83 | 83 |
| ID Idaho | 220 | 659 | 653 | 0 | 0 | 1,532 |
| IL Illinois | 1,916 | 26,791 | 3,136 | 5,425 | 179 | 37,447 |
| IN Indiana | 655 | 33,753 | 1,121 | 3,479 | 201 | 39,209 |
| IA Iowa | 151 | 9,385 | 4,826 | 4,817 | 17 | 19,196 |
| KS Kansas | 197 | 461 | 2,990 | 382 | 114 | 4,144 |
| KY Kentucky | 0 | 6,659 | 1,503 | 101 | 664 | 8,927 |
| LA Louisiana | 357 | 16 | 3,283 | 917 | 10 | 4,583 |
| ME Maine | 0 | 0 | 1,392 | 62 | 22 | 1,476 |
| MD Maryland | 0 | 0 | 1,310 | 444 | 71 | 1,825 |
| MA Massachusetts | 0 | 0 | 329 | 188 | 88 | 605 |
| MI Michigan | 673 | 28,862 | 14,169 | 757 | 173 | 44,634 |
| MN Minnesota | 1 | 7,434 | 15,066 | 304 | 424 | 23,229 |
| MS Mississippi | 0 | 0 | 60 | 0 | 21 | 81 |
| MO Missouri | 2,208 | 1,883 | 13,403 | 3,441 | 72 | 21,007 |
| MT Montana | 0 | 0 | 584 | 61 | 0 | 645 |
| NE Nebraska | 191 | 725 | 801 | 990 | 351 | 3,058 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 120 | 0 | 0 | 120 |
| NJ New Jersey | 0 | 242 | 442 | 252 | 63 | 999 |
| NM New Mexico | 0 | 0 | 3,237 | 477 | 207 | 3,921 |
| NY New York | 0 | 654 | 17,014 | 997 | 213 | 18,878 |
| NC North Carolina | 105 | 121 | 2,532 | 520 | 601 | 3,879 |
| ND North Dakota | 0 | 884 | 2,990 | 0 | 0 | 3,874 |
| OH Ohio | 5,302 | 209 | 14,543 | 1,526 | 133 | 21,713 |
| OK Oklahoma | 120 | 244 | 2,861 | 49 | 51 | 3,325 |
| OR Oregon | 223 | 608 | 1,359 | (231) | 158 | 2,117 |
| PA Pennsylvania | 424 | 184 | 6,505 | 978 | 161 | 8,252 |
| RI Rhode Island | 0 | 0 | 322 | 0 | 22 | 344 |
| SC South Carolina | 0 | 61 | 1,544 | 187 | 80 | 1,872 |
| SD South Dakota | 0 | 1,557 | 895 | 262 | 0 | 2,714 |
| TN Tennessee | 0 | 2,727 | 9,723 | 1,045 | 72 | 13,567 |
| TX Texas | 2,398 | 3,798 | 8,323 | 1,312 | 412 | 16,243 |
| UT Utah | 256 | 0 | 0 | 0 | 0 | 256 |
| VT Vermont | 0 | 0 | 573 | 125 | 132 | 830 |
| VA Virginia | 181 | 303 | 7,710 | 1,281 | 207 | 9,682 |
| WA Washington | 15 | 482 | 1,904 | 282 | 176 | 2,859 |
| WV West Virginia | 0 | 445 | 55 | 0 | 0 | 500 |
| WI Wisconsin | 816 | 18,651 | 10,395 | 1,199 | 361 | 31,422 |
| WY Wyoming | 30 | 0 | 110 | 0 | 23 | 163 |
| TOTAL U.S.: | 23,273 | 151,024 | 176,538 | 34,639 | 11,116 | 396,590 |
| CANADA | | | | | | |
| AB Alberta | 0 | 22 | 11,182 | 491 | 0 | 11,695 |
| BC Brit. Columbia | 0 | 0 | 1,137 | 0 | 5 | 1,142 |
| MB Manitoba | 0 | 970 | 4,026 | 526 | 0 | 5,522 |
| NB New Brunswick | 0 | 1,901 | 2,251 | 0 | 42 | 4,194 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 2,081 | 0 | 0 | 2,081 |
| ON Ontario | 14 | 5,550 | 5,070 | 960 | 339 | 11,933 |
| PE Pr.Edward Isle | 0 | 0 | 5,836 | 0 | 13 | 5,849 |
| PQ Quebec | 0 | 1,282 | 11,587 | 17 | 1,209 | 14,095 |
| SK Saskatchewan | 0 | 15 | 3,880 | 33 | 0 | 3,928 |
| TOTAL CAN: | 14 | 9,740 | 47,050 | 2,027 | 1,608 | 60,439 |
| *EXPORT SALES: | 193,945 | 23,025 | 93,583 | 23,038 | 2,237 | 335,828 |
| **TOTAL AG SALES** | 217,232 | 183,789 | 317,171 | 59,704 | 14,961 | 792,857 |
| NON-AG U.S. | 22,856 | - | - | 4,123 | 205 | 27,184 |
| Canada | 1,589 | - | - | 26 | 12 | 1,627 |
| *Exports | 555 | - | - | 10,361 | 52 | 10,968 |
| **TOTAL NON-AG SALES** | 25,000 | - | - | 14,510 | 269 | 39,779 |
| **GRAND TOTAL** | **242,232** | **183,789** | **317,171** | **74,214** | **15,230** | **832,636** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**MAY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 2,521 | 4,619 | 6,096 | 0 | 0 | 13,236 |
| Brazil | 11,174 | 5,735 | 42,401 | 0 | 243 | 59,553 |
| Chile | 6,993 | 0 | 0 | 0 | 0 | 6,993 |
| China | 76,077 | 0 | 0 | 0 | 0 | 76,077 |
| Columbia | 0 | 11,004 | 0 | 0 | 0 | 11,004 |
| Costa Rica | 0 | 0 | 1,918 | 0 | 433 | 2,351 |
| Denmark | 8,347 | 0 | 0 | 0 | 0 | 8,347 |
| Dom. Republic | 0 | 0 | 3,472 | 0 | 27 | 3,499 |
| Ecuador | 3,722 | 0 | 0 | 0 | 0 | 3,722 |
| Guatemala | 0 | 0 | 0 | 0 | 663 | 663 |
| Holland | 0 | 0 | 6,758 | 0 | 0 | 6,758 |
| Honduras | 0 | 0 | 1,318 | 0 | 0 | 1,318 |
| India | 0 | 0 | 0 | 4,148 | 0 | 4,148 |
| Indonesia | 6,716 | 0 | 0 | 0 | 0 | 6,716 |
| Jamaica | 0 | 0 | 2,239 | 0 | 0 | 2,239 |
| Japan | 3,500 | 1,667 | 49 | 18,890 | 603 | 24,709 |
| Korea | 17,294 | 0 | 0 | 0 | 0 | 17,294 |
| Malaysia | 22,462 | 0 | 0 | 0 | 0 | 22,462 |
| Mexico | 162 | 0 | 14,645 | 0 | 50 | 14,857 |
| Panama | 0 | 0 | 0 | 0 | (2) | (2) |
| Puerto Rico | 0 | 0 | 0 | 0 | 220 | 220 |
| South Africa | 3,190 | 0 | 5,197 | 0 | 0 | 8,387 |
| Switzerland | 19,945 | 0 | 9,490 | 0 | 0 | 29,435 |
| Thailand | 11,842 | 0 | 0 | 0 | 0 | 11,842 |
| TOTAL AG: | 193,945 | 23,025 | 93,583 | 23,038 | 2,237 | 335,828 |
| NON-AGRICULTURAL | | | | | | |
| Argentina | 21 | - | - | 0 | 0 | 21 |
| Japan | 112 | - | - | 10,361 | 0 | 10,473 |
| Korea | 126 | - | - | 0 | 0 | 126 |
| Mexico | 271 | - | - | 0 | 52 | 323 |
| United Kingdom | 25 | - | - | 0 | 0 | 25 |
| TOTAL NON-AG: | 555 | - | - | 10,361 | 52 | 10,968 |
| **TOTAL EXPORTS:** | **194,500** | **23,025** | **93,583** | **33,399** | **2,289** | **346,796** |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**
**MAY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 243 | 0 | 1,803 | 324 | 2,370 |
| AK Alaska | 0 | 122 | 420 | 0 | 542 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 3,018 | 872 | 3,890 |
| CA California | 0 | 0 | 0 | 250 | 250 |
| CO Colorado | 21 | 0 | 0 | 0 | 21 |
| CT Connecticut | 0 | 243 | 486 | 0 | 729 |
| DE Delaware | 0 | 0 | 2,229 | 15 | 2,244 |
| FL Florida | 1,929 | 1,297 | 3,071 | 436 | 6,733 |
| GA Georgia | 1,348 | 0 | 4,157 | 1,049 | 6,554 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 177 | 360 | 0 | 537 |
| IL Illinois | 1,900 | 26,775 | 1,590 | 5,425 | 35,690 |
| IN Indiana | 655 | 33,753 | 1,121 | 3,479 | 39,008 |
| IA Iowa | 137 | 9,354 | 4,763 | 4,817 | 19,071 |
| KS Kansas | 0 | 117 | 581 | 247 | 945 |
| KY Kentucky | 0 | 6,659 | 1,503 | 101 | 8,263 |
| LA Louisiana | 0 | 0 | 832 | 336 | 1,168 |
| ME Maine | 0 | 0 | 1,392 | 62 | 1,454 |
| MD Maryland | 0 | 0 | 1,310 | 444 | 1,754 |
| MA Massachusetts | 0 | 0 | 329 | 188 | 517 |
| MI Michigan | 673 | 28,862 | 14,169 | 757 | 44,461 |
| MN Minnesota | 0 | 7,434 | 14,972 | 304 | 22,710 |
| MS Mississippi | 0 | 0 | 60 | 0 | 60 |
| MO Missouri | 305 | 1,501 | 10,155 | 3,377 | 15,338 |
| MT Montana | 0 | 0 | 569 | 61 | 630 |
| NE Nebraska | 60 | 692 | 390 | 990 | 2,132 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 120 | 0 | 120 |
| NJ New Jersey | 0 | 242 | 442 | 252 | 936 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 654 | 17,014 | 997 | 18,665 |
| NC North Carolina | 44 | 121 | 2,532 | 520 | 3,217 |
| ND North Dakota | 0 | 884 | 2,990 | 0 | 3,874 |
| OH Ohio | 5,010 | 209 | 14,543 | 1,526 | 21,288 |
| OK Oklahoma | 0 | 29 | 276 | 0 | 305 |
| OR Oregon | 0 | 434 | 795 | (231) | 998 |
| PA Pennsylvania | 424 | 184 | 5,611 | 978 | 7,197 |
| RI Rhode Island | 0 | 0 | 322 | 0 | 322 |
| SC South Carolina | 0 | 61 | 1,544 | 187 | 1,792 |
| SD South Dakota | 0 | 1,557 | 879 | 262 | 2,698 |
| TN Tennessee | 0 | 2,727 | 9,692 | 1,045 | 13,464 |
| TX Texas | 0 | 0 | 31 | 63 | 94 |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 573 | 125 | 698 |
| VA Virginia | 181 | 303 | 7,710 | 1,281 | 9,475 |
| WA Washington | 0 | 482 | 1,428 | 282 | 2,192 |
| WV West Virginia | 0 | 445 | 55 | 0 | 500 |
| WI Wisconsin | 795 | 18,651 | 10,116 | 1,199 | 30,761 |
| WY Wyoming | 0 | 0 | 94 | 0 | 94 |
| TOTAL U.S.: | 13,725 | 143,969 | 146,047 | 32,020 | 335,761 |
| CANADA | | | | | |
| AB Alberta | 0 | 22 | 11,182 | 491 | 11,695 |
| BC Brit. Columbia | 0 | 0 | 1,137 | 0 | 1,137 |
| MB Manitoba | 0 | 970 | 4,026 | 526 | 5,522 |
| NB New Brunswick | 0 | 1,901 | 2,251 | 0 | 4,152 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 2,081 | 0 | 2,081 |
| ON Ontario | 14 | 5,550 | 5,070 | 960 | 11,594 |
| PE Pr.Edward Isle | 0 | 0 | 5,836 | 0 | 5,836 |
| PQ Quebec | 0 | 1,282 | 7,422 | 17 | 8,721 |
| SK Saskatchewan | 0 | 15 | 3,880 | 33 | 3,928 |
| TOTAL CAN: | 14 | 9,740 | 42,885 | 2,027 | 54,666 |
| *EXPORT SALES: | 176,261 | 20,363 | 60,755 | 23,038 | 280,417 |
| **TOTAL AG SALES** | 190,000 | 174,072 | 249,687 | 57,085 | 670,844 |
| NON-AG U.S. | 14,457 | - | - | 3,531 | 17,988 |
| Canada | 1,589 | - | - | 26 | 1,615 |
| *Exports | 263 | - | - | 10,361 | 10,624 |
| **TOTAL NON-AG SALES** | 16,309 | - | - | 13,918 | 30,227 |
| **GRAND TOTAL** | **206,309** | **174,072** | **249,687** | **71,003** | **701,071** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**MAY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 2,521 | 4,619 | 6,096 | 0 | 13,236 |
| Brazil | 4,367 | 3,073 | 30,926 | 0 | 38,366 |
| China | 76,077 | 0 | 0 | 0 | 76,077 |
| Columbia | 0 | 11,004 | 0 | 0 | 11,004 |
| Denmark | 8,347 | 0 | 0 | 0 | 8,347 |
| Holland | 0 | 0 | 6,758 | 0 | 6,758 |
| India | 0 | 0 | 0 | 4,148 | 4,148 |
| Indonesia | 6,716 | 0 | 0 | 0 | 6,716 |
| Jamaica | 0 | 0 | 2,239 | 0 | 2,239 |
| Japan | 3,500 | 1,667 | 49 | 18,890 | 24,106 |
| Korea | 17,294 | 0 | 0 | 0 | 17,294 |
| Malaysia | 22,462 | 0 | 0 | 0 | 22,462 |
| South Africa | 3,190 | 0 | 5,197 | 0 | 8,387 |
| Switzerland | 19,945 | 0 | 9,490 | 0 | 29,435 |
| Thailand | 11,842 | 0 | 0 | 0 | 11,842 |
| TOTAL AG: | 176,261 | 20,363 | 60,755 | 23,038 | 280,417 |
| NON-AGRICULTURAL | | | | | |
| Japan | 112 | - | - | 10,361 | 10,473 |
| Korea | 126 | - | - | 0 | 126 |
| United Kingdom | 25 | - | - | 0 | 25 |
| TOTAL NON-AG: | 263 | - | - | 10,361 | 10,624 |
| **TOTAL EXPORTS:** | **176,524** | **20,363** | **60,755** | **33,399** | **291,041** |

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

MAY 1987

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 32 | 0 | 0 | 138 | 170 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 47 | 0 | 16 | 0 | 11 | 74 |
| AR Arkansas | 32 | 32 | 1,495 | 0 | 50 | 1,609 |
| CA California | 2,702 | 1,500 | 1,578 | 0 | 1,080 | 6,860 |
| CO Colorado | 208 | 0 | 482 | 64 | 53 | 807 |
| CT Connecticut | 0 | 0 | 0 | 0 | 61 | 61 |
| DE Delaware | 0 | 0 | 0 | 0 | 25 | 25 |
| FL Florida | 51 | 0 | 0 | 0 | 3,217 | 3,268 |
| GA Georgia | 253 | 0 | 0 | 0 | 919 | 1,172 |
| HI Hawaii | 0 | 0 | 0 | 0 | 83 | 83 |
| ID Idaho | 220 | 482 | 293 | 0 | 0 | 995 |
| IL Illinois | 16 | 16 | 1,546 | 0 | 179 | 1,757 |
| IN Indiana | 0 | 0 | 0 | 0 | 201 | 201 |
| IA Iowa | 14 | 31 | 63 | 0 | 17 | 125 |
| KS Kansas | 197 | 344 | 2,409 | 135 | 114 | 3,199 |
| KY Kentucky | 0 | 0 | 0 | 0 | 664 | 664 |
| LA Louisiana | 357 | 16 | 2,451 | 581 | 10 | 3,415 |
| ME Maine | 0 | 0 | 0 | 0 | 22 | 22 |
| MD Maryland | 0 | 0 | 0 | 0 | 71 | 71 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 88 | 88 |
| MI Michigan | 0 | 0 | 0 | 0 | 173 | 173 |
| MN Minnesota | 1 | 0 | 94 | 0 | 424 | 519 |
| MS Mississippi | 0 | 0 | 0 | 0 | 21 | 21 |
| MO Missouri | 1,903 | 382 | 3,248 | 64 | 72 | 5,669 |
| MT Montana | 0 | 0 | 15 | 0 | 0 | 15 |
| NE Nebraska | 131 | 33 | 411 | 0 | 351 | 926 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 63 | 63 |
| NM New Mexico | 0 | 0 | 3,237 | 477 | 207 | 3,921 |
| NY New York | 0 | 0 | 0 | 0 | 213 | 213 |
| NC North Carolina | 61 | 0 | 0 | 0 | 601 | 662 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 292 | 0 | 0 | 0 | 133 | 425 |
| OK Oklahoma | 120 | 215 | 2,585 | 49 | 51 | 3,020 |
| OR Oregon | 223 | 174 | 564 | 0 | 158 | 1,119 |
| PA Pennsylvania | 0 | 0 | 894 | 0 | 161 | 1,055 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 22 | 22 |
| SC South Carolina | 0 | 0 | 0 | 0 | 80 | 80 |
| SD South Dakota | 0 | 0 | 16 | 0 | 0 | 16 |
| TN Tennessee | 0 | 0 | 31 | 0 | 72 | 103 |
| TX Texas | 2,398 | 3,798 | 8,292 | 1,249 | 412 | 16,149 |
| UT Utah | 256 | 0 | 0 | 0 | 0 | 256 |
| VT Vermont | 0 | 0 | 0 | 0 | 132 | 132 |
| VA Virginia | 0 | 0 | 0 | 0 | 207 | 207 |
| WA Washington | 15 | 0 | 476 | 0 | 176 | 667 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 21 | 0 | 279 | 0 | 361 | 661 |
| WY Wyoming | 30 | 0 | 16 | 0 | 23 | 69 |
| TOTAL U.S.: | 9,548 | 7,055 | 30,491 | 2,619 | 11,116 | 60,829 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 5 | 5 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 42 | 42 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 339 | 339 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 13 | 13 |
| PQ Quebec | 0 | 0 | 4,165 | 0 | 1,209 | 5,374 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 4,165 | 0 | 1,608 | 5,773 |
| *EXPORT SALES: | 17,684 | 2,662 | 32,828 | 0 | 2,237 | 55,411 |
| **TOTAL AG SALES** | 27,232 | 9,717 | 67,484 | 2,619 | 14,961 | 122,013 |
| NON-AG U.S. | 8,399 | - | - | 592 | 205 | 9,196 |
| Canada | 0 | - | - | 0 | 12 | 12 |
| *Exports | 292 | - | - | 0 | 52 | 344 |
| **TOTAL NON-AG SALES** | 8,691 | - | - | 592 | 269 | 9,552 |
| **GRAND TOTAL** | **35,923** | **9,717** | **67,484** | **3,211** | **15,230** | **131,565** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**MAY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Brazil | 6,807 | 2,662 | 11,475 | 0 | 243 | 21,187 |
| Chile | 6,993 | 0 | 0 | 0 | 0 | 6,993 |
| Costa Rica | 0 | 0 | 1,918 | 0 | 433 | 2,351 |
| Dom. Republic | 0 | 0 | 3,472 | 0 | 27 | 3,499 |
| Ecuador | 3,722 | 0 | 0 | 0 | 0 | 3,722 |
| Guatemala | 0 | 0 | 0 | 0 | 663 | 663 |
| Honduras | 0 | 0 | 1,318 | 0 | 0 | 1,318 |
| Japan | 0 | 0 | 0 | 0 | 603 | 603 |
| Mexico | 162 | 0 | 14,645 | 0 | 50 | 14,857 |
| Panama | 0 | 0 | 0 | 0 | (2) | (2) |
| Puerto Rico | 0 | 0 | 0 | 0 | 220 | 220 |
| TOTAL AG: | 17,684 | 2,662 | 32,828 | 0 | 2,237 | 55,411 |
| NON-AGRICULTURAL | | | | | | |
| Argentina | 21 | - | - | 0 | 0 | 21 |
| Mexico | 271 | - | - | 0 | 52 | 323 |
| TOTAL NON-AG: | 292 | - | - | 0 | 52 | 344 |
| **TOTAL EXPORTS:** | **17,976** | **2,662** | **32,828** | **0** | **2,289** | **55,755** |

9/1/87 AP720-1 A

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | JUN 1987 | JUN 1986 | JUL-JUN 1986/87 | JUL-JUN 1985/86 |
|---|---|---|---|---|
| AL Alabama | 6,536 | 2,131 | 63,402 | 71,821 |
| AK Alaska | 129 | 121 | 2,387 | 182 |
| AZ Arizona | 108 | 1 | 1,583 | 529 |
| AR Arkansas | 6,742 | 4,989 | 58,250 | 56,499 |
| CA California | 4,857 | 4,609 | 67,583 | 51,504 |
| CO Colorado | 429 | 281 | 8,407 | 6,786 |
| CT Connecticut | 356 | 222 | 4,381 | 5,175 |
| DE Delaware | 244 | 421 | 22,651 | 21,402 |
| FL Florida | 12,463 | 10,858 | 148,368 | 156,303 |
| GA Georgia | 6,615 | 5,028 | 116,510 | 137,764 |
| HI Hawaii | 1,592 | 2,052 | 12,568 | 12,610 |
| ID Idaho | 1,247 | 1,007 | 27,113 | 27,212 |
| IL Illinois | 59,861 | 6,579 | 724,056 | 753,728 |
| IN Indiana | 24,265 | 12,877 | 385,387 | 439,216 |
| IA Iowa | 58,334 | 6,296 | 483,447 | 482,955 |
| KS Kansas | 4,124 | 2,327 | 35,010 | 35,138 |
| KY Kentucky | 15,889 | 6,871 | 117,724 | 134,389 |
| LA Louisiana | 1,843 | 1,012 | 102,367 | 51,450 |
| ME Maine | 733 | 52 | 7,819 | 8,288 |
| MD Maryland | 1,192 | 1,270 | 29,355 | 33,348 |
| MA Massachusetts | 1,209 | 138 | 4,965 | 5,653 |
| MI Michigan | 35,592 | 17,162 | 227,649 | 234,588 |
| MN Minnesota | 70,531 | 11,215 | 384,988 | 339,061 |
| MS Mississippi | 6,073 | 29 | 24,552 | 28,768 |
| MO Missouri | 24,511 | 9,368 | 285,375 | 240,254 |
| MT Montana | 669 | 440 | 11,716 | 11,744 |
| NE Nebraska | 1,038 | 452 | 28,886 | 35,410 |
| NV Nevada | 0 | 0 | 42 | 373 |
| NH New Hampshire | 185 | 74 | 892 | 554 |
| NJ New Jersey | 761 | 1,024 | 7,629 | 8,222 |
| NM New Mexico | 138 | 147 | 9,791 | 11,071 |
| NY New York | 9,321 | 4,829 | 79,216 | 71,744 |
| NC North Carolina | 4,481 | 2,519 | 87,971 | 100,590 |
| ND North Dakota | 1,923 | 473 | 27,190 | 24,212 |
| OH Ohio | 59,065 | 16,212 | 494,462 | 456,883 |
| OK Oklahoma | 1,497 | 1,344 | 21,557 | 20,507 |
| OR Oregon | 2,143 | 850 | 30,105 | 25,564 |
| PA Pennsylvania | 5,787 | 3,492 | 65,549 | 64,478 |
| RI Rhode Island | 312 | 0 | 1,850 | 1,634 |
| SC South Carolina | 3,185 | 843 | 66,067 | 108,923 |
| SD South Dakota | 590 | 685 | 14,029 | 13,611 |
| TN Tennessee | 12,517 | 3,525 | 122,807 | 142,372 |
| TX Texas | 11,928 | 4,991 | 137,836 | 136,401 |
| UT Utah | 1,896 | 21 | 6,407 | 12,663 |
| VT Vermont | 433 | 434 | 3,102 | 4,064 |
| VA Virginia | 995 | 3,110 | 92,428 | 135,950 |
| WA Washington | 2,888 | 1,607 | 43,305 | 40,547 |
| WV West Virginia | 303 | 144 | 3,551 | 3,379 |
| WI Wisconsin | 56,739 | 27,156 | 330,769 | 311,663 |
| WY Wyoming | 86 | 57 | 1,664 | 1,851 |
| TOTAL U.S.: | 524,355 | 181,345 | 5,034,718 | 5,079,033 |
| CANADA | | | | |
| AB Alberta | 459 | 1,083 | 28,720 | 31,069 |
| BC Brit. Columbia | 279 | 473 | 7,774 | 7,466 |
| MB Manitoba | 562 | 1,413 | 22,620 | 21,385 |
| NB New Brunswick | 257 | 4,964 | 14,198 | 15,332 |
| NF Newfoundland | 0 | 0 | 0 | 573 |
| NS Nova Scotia | 258 | 59 | 6,533 | 5,822 |
| ON Ontario | 15,410 | 5,267 | 210,909 | 238,873 |
| PE Pr.Edward Isle | 113 | (31) | 12,205 | 10,460 |
| PQ Quebec | 4,810 | 3,792 | 114,671 | 139,699 |
| SK Saskatchewan | 5,439 | 1,056 | 34,109 | 14,026 |
| TOTAL CAN: | 27,587 | 18,076 | 451,739 | 484,705 |
| EXPORT SALES: | 357,528 | 244,937 | 3,737,560 | 2,754,256 |
| **TOTAL AGRICULTURAL** | 909,470 | 444,358 | 9,224,017 | 8,317,994 |
| Non-Ag U.S. | 37,515 | 24,778 | 378,193 | 365,490 |
| Canada | 2,622 | 1,726 | 18,355 | 24,812 |
| Exports | 15,639 | 5,793 | 90,772 | 90,747 |
| **TOTAL NON-AGRICULTURAL** | 55,776 | 32,297 | 487,320 | 481,049 |
| **GRAND TOTAL** | **965,246** | **476,655** | 9,711,337 | 8,799,043 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**JUNE 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 667 | 672 | 4,724 | 186 | 287 | 6,536 |
| AK Alaska | 0 | 0 | 97 | 32 | 0 | 129 |
| AZ Arizona | 46 | 0 | 46 | 0 | 16 | 108 |
| AR Arkansas | 16 | 15 | 6,322 | 340 | 49 | 6,742 |
| CA California | 2,065 | 1,769 | 165 | 13 | 845 | 4,857 |
| CO Colorado | 79 | 0 | 264 | 45 | 41 | 429 |
| CT Connecticut | 0 | 61 | 295 | 0 | 0 | 356 |
| DE Delaware | 0 | 0 | 205 | 14 | 25 | 244 |
| FL Florida | 4,011 | 1,615 | 1,930 | 1,316 | 3,591 | 12,463 |
| GA Georgia | 934 | 304 | 4,114 | 459 | 804 | 6,615 |
| HI Hawaii | 0 | 1,488 | 0 | 0 | 104 | 1,592 |
| ID Idaho | 258 | 285 | 506 | 198 | 0 | 1,247 |
| IL Illinois | 1,360 | 32,120 | 20,771 | 5,572 | 38 | 59,861 |
| IN Indiana | 589 | 18,376 | 4,218 | 1,058 | 24 | 24,265 |
| IA Iowa | 495 | 34,257 | 20,108 | 3,462 | 12 | 58,334 |
| KS Kansas | 207 | 665 | 2,897 | 287 | 68 | 4,124 |
| KY Kentucky | 0 | 13,344 | 2,309 | 25 | 211 | 15,889 |
| LA Louisiana | 0 | 0 | 1,416 | 420 | 7 | 1,843 |
| ME Maine | 0 | 0 | 733 | 0 | 0 | 733 |
| MD Maryland | 0 | 0 | 621 | 571 | 0 | 1,192 |
| MA Massachusetts | 0 | 0 | 720 | 280 | 209 | 1,209 |
| MI Michigan | 2,424 | 25,213 | 7,427 | 451 | 77 | 35,592 |
| MN Minnesota | 89 | 29,511 | 39,614 | 1,221 | 96 | 70,531 |
| MS Mississippi | 0 | 0 | 2,755 | 3,318 | 0 | 6,073 |
| MO Missouri | 1,522 | 6,905 | 15,956 | 128 | 0 | 24,511 |
| MT Montana | 0 | 0 | 602 | 55 | 12 | 669 |
| NE Nebraska | 143 | 137 | 165 | 577 | 16 | 1,038 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 180 | 0 | 5 | 185 |
| NJ New Jersey | 0 | 157 | 237 | 287 | 80 | 761 |
| NM New Mexico | 17 | 0 | 60 | 0 | 61 | 138 |
| NY New York | 17 | 302 | 8,323 | 532 | 147 | 9,321 |
| NC North Carolina | 61 | 671 | 2,645 | 89 | 1,015 | 4,481 |
| ND North Dakota | 0 | 47 | 1,876 | 0 | 0 | 1,923 |
| OH Ohio | 53 | 41,067 | 14,716 | 3,188 | 41 | 59,065 |
| OK Oklahoma | 99 | 93 | 1,300 | 0 | 5 | 1,497 |
| OR Oregon | 134 | 230 | 1,656 | 90 | 33 | 2,143 |
| PA Pennsylvania | 38 | 123 | 4,210 | 1,315 | 101 | 5,787 |
| RI Rhode Island | 0 | 0 | 203 | 87 | 22 | 312 |
| SC South Carolina | 0 | 850 | 1,568 | 124 | 643 | 3,185 |
| SD South Dakota | 0 | 192 | 272 | 126 | 0 | 590 |
| TN Tennessee | 0 | 4,792 | 6,818 | 907 | 0 | 12,517 |
| TX Texas | 1,845 | 6,195 | 2,794 | 866 | 228 | 11,928 |
| UT Utah | 1,896 | 0 | 0 | 0 | 0 | 1,896 |
| VT Vermont | 0 | 0 | 335 | 72 | 26 | 433 |
| VA Virginia | 0 | 0 | 421 | 569 | 5 | 995 |
| WA Washington | 32 | 604 | 1,521 | 709 | 22 | 2,888 |
| WV West Virginia | 0 | 259 | 21 | 23 | 0 | 303 |
| WI Wisconsin | 2,444 | 33,272 | 20,154 | 561 | 308 | 56,739 |
| WY Wyoming | 60 | 0 | 20 | 0 | 6 | 86 |
| TOTAL U.S.: | 21,601 | 255,591 | 208,310 | 29,573 | 9,280 | 524,355 |
| CANADA | | | | | | |
| AB Alberta | 15 | 0 | 327 | 117 | 0 | 459 |
| BC Brit. Columbia | 0 | 0 | 278 | 1 | 0 | 279 |
| MB Manitoba | 0 | 470 | 92 | 0 | 0 | 562 |
| NB New Brunswick | 0 | 119 | 138 | 0 | 0 | 257 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 258 | 0 | 0 | 258 |
| ON Ontario | 28 | 12,779 | 2,432 | 112 | 59 | 15,410 |
| PE Pr.Edward Isle | 0 | 0 | 113 | 0 | 0 | 113 |
| PQ Quebec | 0 | 155 | 4,411 | 0 | 244 | 4,810 |
| SK Saskatchewan | 15 | 548 | 4,876 | 0 | 0 | 5,439 |
| TOTAL CAN: | 58 | 14,071 | 12,925 | 230 | 303 | 27,587 |
| *EXPORT SALES: | 201,039 | 36,274 | 108,676 | 693 | 10,846 | 357,528 |
| **TOTAL AG SALES** | 222,698 | 305,936 | 329,911 | 30,496 | 20,429 | 909,470 |
| NON-AG U.S. | 29,955 | - | - | 7,276 | 284 | 37,515 |
| Canada | 1,964 | - | - | 636 | 22 | 2,622 |
| *Exports | 793 | - | - | 14,846 | 0 | 15,639 |
| **TOTAL NON-AG SALES** | 32,712 | - | - | 22,758 | 306 | 55,776 |
| **GRAND TOTAL** | **255,410** | **305,936** | **329,911** | **53,254** | **20,735** | **965,246** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**JUNE 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 934 | 1,344 | 0 | 0 | 992 | 3,270 |
| Australia | 0 | 0 | 3,607 | 0 | 9 | 3,616 |
| Brazil | 0 | 23,951 | 28,153 | 0 | 484 | 52,588 |
| Chile | 10,293 | 0 | 0 | 0 | 3,417 | 13,710 |
| China | 63,055 | 0 | 0 | 0 | 0 | 63,055 |
| Columbia | 4,419 | 0 | 0 | 0 | 0 | 4,419 |
| Costa Rica | 0 | 0 | 264 | 0 | 6 | 270 |
| Denmark | 5,606 | 0 | 0 | 0 | 0 | 5,606 |
| France | 0 | 0 | 16,044 | 0 | 0 | 16,044 |
| Holland | 0 | 0 | 30,299 | 0 | 0 | 30,299 |
| Indonesia | 23,514 | 0 | 0 | 0 | 0 | 23,514 |
| Jamaica | 0 | 0 | 2,290 | 0 | 0 | 2,290 |
| Japan | 13,943 | 10,979 | 6,385 | 0 | 5,707 | 37,014 |
| Korea | 22,090 | 0 | 0 | 0 | 0 | 22,090 |
| Malaysia | 17,768 | 0 | 17,646 | 0 | 0 | 35,414 |
| Mexico | 14,907 | 0 | 0 | 0 | 0 | 14,907 |
| New Zealand | 14,448 | 0 | 0 | 693 | 0 | 15,141 |
| Puerto Rico | 0 | 0 | 0 | 0 | 231 | 231 |
| Sri Lanka | 0 | 0 | 3,988 | 0 | 0 | 3,988 |
| Taiwan | 21,904 | 0 | 0 | 0 | 0 | 21,904 |
| Thailand | (11,842) | 0 | 0 | 0 | 0 | (11,842) |
| TOTAL AG: | 201,039 | 36,274 | 108,676 | 693 | 10,846 | 357,528 |
| NON-AGRICULTURAL | | | | | | |
| Italy | 0 | - | - | 11,243 | 0 | 11,243 |
| Japan | 175 | - | - | 3,603 | 0 | 3,778 |
| Korea | 125 | - | - | 0 | 0 | 125 |
| Mexico | 390 | - | - | 0 | 0 | 390 |
| Puerto Rico | 3 | - | - | 0 | 0 | 3 |
| United Kingdom | 100 | - | - | 0 | 0 | 100 |
| TOTAL NON-AG: | 793 | - | - | 14,846 | 0 | 15,639 |
| **TOTAL EXPORTS:** | **201,832** | **36,274** | **108,676** | **15,539** | **10,846** | **373,167** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JUNE 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 667 | 608 | 4,115 | 186 | 5,576 |
| AK Alaska | 0 | 0 | 97 | 32 | 129 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 5,542 | 340 | 5,882 |
| CA California | 0 | 0 | 0 | 13 | 13 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 61 | 295 | 0 | 356 |
| DE Delaware | 0 | 0 | 205 | 14 | 219 |
| FL Florida | 3,905 | 1,615 | 1,930 | 1,316 | 8,766 |
| GA Georgia | 722 | 304 | 4,114 | 459 | 5,599 |
| HI Hawaii | 0 | 1,363 | 0 | 0 | 1,363 |
| ID Idaho | 0 | 150 | 366 | 198 | 714 |
| IL Illinois | 1,359 | 32,120 | 17,414 | 5,572 | 56,465 |
| IN Indiana | 589 | 18,376 | 4,218 | 1,058 | 24,241 |
| IA Iowa | 427 | 34,115 | 19,873 | 3,462 | 57,877 |
| KS Kansas | 0 | 15 | 217 | 127 | 359 |
| KY Kentucky | 0 | 13,344 | 2,309 | 25 | 15,678 |
| LA Louisiana | 0 | 0 | 1,198 | 138 | 1,336 |
| ME Maine | 0 | 0 | 733 | 0 | 733 |
| MD Maryland | 0 | 0 | 621 | 571 | 1,192 |
| MA Massachusetts | 0 | 0 | 720 | 249 | 969 |
| MI Michigan | 2,424 | 25,213 | 7,427 | 451 | 35,515 |
| MN Minnesota | 89 | 29,511 | 39,614 | 1,221 | 70,435 |
| MS Mississippi | 0 | 0 | 2,755 | 3,318 | 6,073 |
| MO Missouri | 611 | 6,557 | 4,971 | 111 | 12,250 |
| MT Montana | 0 | 0 | 602 | 55 | 657 |
| NE Nebraska | 61 | 137 | 165 | 577 | 940 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 180 | 0 | 180 |
| NJ New Jersey | 0 | 157 | 237 | 262 | 656 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 17 | 302 | 8,323 | 532 | 9,174 |
| NC North Carolina | 0 | 671 | 2,645 | 89 | 3,405 |
| ND North Dakota | 0 | 47 | 1,876 | 0 | 1,923 |
| OH Ohio | 53 | 41,067 | 14,716 | 3,188 | 59,024 |
| OK Oklahoma | 0 | 0 | 0 | 0 | 0 |
| OR Oregon | 0 | 184 | 728 | 90 | 1,002 |
| PA Pennsylvania | 0 | 123 | 4,210 | 1,315 | 5,648 |
| RI Rhode Island | 0 | 0 | 203 | 87 | 290 |
| SC South Carolina | 0 | 850 | 1,568 | 124 | 2,542 |
| SD South Dakota | 0 | 192 | 272 | 126 | 590 |
| TN Tennessee | 0 | 4,792 | 6,818 | 907 | 12,517 |
| TX Texas | 0 | 0 | 15 | 283 | 298 |
| UT Utah | 1,861 | 0 | 0 | 0 | 1,861 |
| VT Vermont | 0 | 0 | 335 | 72 | 407 |
| VA Virginia | 0 | 0 | 421 | 569 | 990 |
| WA Washington | 32 | 604 | 1,442 | 709 | 2,787 |
| WV West Virginia | 0 | 259 | 21 | 23 | 303 |
| WI Wisconsin | 2,444 | 33,272 | 20,154 | 561 | 56,431 |
| WY Wyoming | 0 | 0 | 20 | 0 | 20 |
| TOTAL U.S.: | 15,261 | 246,009 | 183,685 | 28,430 | 473,385 |
| CANADA | | | | | |
| AB Alberta | 15 | 0 | 327 | 117 | 459 |
| BC Brit. Columbia | 0 | 0 | 278 | 1 | 279 |
| MB Manitoba | 0 | 470 | 92 | 0 | 562 |
| NB New Brunswick | 0 | 119 | 138 | 0 | 257 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 258 | 0 | 258 |
| ON Ontario | 28 | 12,779 | 2,432 | 112 | 15,351 |
| PE Pr.Edward Isle | 0 | 0 | 113 | 0 | 113 |
| PQ Quebec | 0 | 155 | 8,576 | 0 | 8,731 |
| SK Saskatchewan | 15 | 548 | 4,876 | 0 | 5,439 |
| TOTAL CAN: | 58 | 14,071 | 17,090 | 230 | 31,449 |
| *EXPORT SALES: | 168,187 | 32,277 | 67,804 | 693 | 268,961 |
| **TOTAL AG SALES** | 183,506 | 292,357 | 268,579 | 29,353 | 773,795 |
| NON-AG U.S. | 20,783 | - | - | 6,615 | 27,398 |
| Canada | 1,964 | - | - | 636 | 2,600 |
| *Exports | 400 | - | - | 14,846 | 15,246 |
| **TOTAL NON-AG SALES** | 23,147 | - | - | 22,097 | 45,244 |
| **GRAND TOTAL** | 206,653 | 292,357 | 268,579 | 51,450 | 819,039 |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JUNE 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 0 | 3,607 | 0 | 3,607 |
| Brazil | 0 | 21,298 | 15,014 | 0 | 36,312 |
| China | 63,055 | 0 | 0 | 0 | 63,055 |
| Denmark | 5,606 | 0 | 0 | 0 | 5,606 |
| Holland | 0 | 0 | 18,874 | 0 | 18,874 |
| Indonesia | 23,514 | 0 | 0 | 0 | 23,514 |
| Jamaica | 0 | 0 | 2,290 | 0 | 2,290 |
| Japan | 11,644 | 10,979 | 6,385 | 0 | 29,008 |
| Korea | 22,090 | 0 | 0 | 0 | 22,090 |
| Malaysia | 17,768 | 0 | 17,646 | 0 | 35,414 |
| New Zealand | 14,448 | 0 | 0 | 693 | 15,141 |
| Sri Lanka | 0 | 0 | 3,988 | 0 | 3,988 |
| Taiwan | 21,904 | 0 | 0 | 0 | 21,904 |
| Thailand | (11,842) | 0 | 0 | 0 | (11,842) |
| TOTAL AG: | 168,187 | 32,277 | 67,804 | 693 | 268,961 |
| NON-AGRICULTURAL | | | | | |
| Italy | 0 | - | - | 11,243 | 11,243 |
| Japan | 175 | - | - | 3,603 | 3,778 |
| Korea | 125 | - | - | 0 | 125 |
| United Kingdom | 100 | - | - | 0 | 100 |
| TOTAL NON-AG: | 400 | - | - | 14,846 | 15,246 |
| **TOTAL EXPORTS:** | **168,587** | **32,277** | **67,804** | **15,539** | **284,207** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JUNE 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 64 | 609 | 0 | 287 | 960 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 46 | 0 | 46 | 0 | 16 | 108 |
| AR Arkansas | 16 | 15 | 780 | 0 | 49 | 860 |
| CA California | 2,065 | 1,769 | 165 | 0 | 845 | 4,844 |
| CO Colorado | 79 | 0 | 264 | 45 | 41 | 429 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 25 | 25 |
| FL Florida | 106 | 0 | 0 | 0 | 3,591 | 3,697 |
| GA Georgia | 212 | 0 | 0 | 0 | 804 | 1,016 |
| HI Hawaii | 0 | 125 | 0 | 0 | 104 | 229 |
| ID Idaho | 258 | 135 | 140 | 0 | 0 | 533 |
| IL Illinois | 1 | 0 | 3,357 | 0 | 38 | 3,396 |
| IN Indiana | 0 | 0 | 0 | 0 | 24 | 24 |
| IA Iowa | 68 | 142 | 235 | 0 | 12 | 457 |
| KS Kansas | 207 | 650 | 2,680 | 160 | 68 | 3,765 |
| KY Kentucky | 0 | 0 | 0 | 0 | 211 | 211 |
| LA Louisiana | 0 | 0 | 218 | 282 | 7 | 507 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 31 | 209 | 240 |
| MI Michigan | 0 | 0 | 0 | 0 | 77 | 77 |
| MN Minnesota | 0 | 0 | 0 | 0 | 96 | 96 |
| MS Mississippi | 0 | 0 | 0 | 0 | 0 | 0 |
| MO Missouri | 911 | 348 | 10,985 | 17 | 0 | 12,261 |
| MT Montana | 0 | 0 | 0 | 0 | 12 | 12 |
| NE Nebraska | 82 | 0 | 0 | 0 | 16 | 98 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 5 | 5 |
| NJ New Jersey | 0 | 0 | 0 | 25 | 80 | 105 |
| NM New Mexico | 17 | 0 | 60 | 0 | 61 | 138 |
| NY New York | 0 | 0 | 0 | 0 | 147 | 147 |
| NC North Carolina | 61 | 0 | 0 | 0 | 1,015 | 1,076 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 41 | 41 |
| OK Oklahoma | 99 | 93 | 1,300 | 0 | 5 | 1,497 |
| OR Oregon | 134 | 46 | 928 | 0 | 33 | 1,141 |
| PA Pennsylvania | 38 | 0 | 0 | 0 | 101 | 139 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 22 | 22 |
| SC South Carolina | 0 | 0 | 0 | 0 | 643 | 643 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 0 | 0 | 0 | 0 |
| TX Texas | 1,845 | 6,195 | 2,779 | 583 | 228 | 11,630 |
| UT Utah | 35 | 0 | 0 | 0 | 0 | 35 |
| VT Vermont | 0 | 0 | 0 | 0 | 26 | 26 |
| VA Virginia | 0 | 0 | 0 | 0 | 5 | 5 |
| WA Washington | 0 | 0 | 79 | 0 | 22 | 101 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 308 | 308 |
| WY Wyoming | 60 | 0 | 0 | 0 | 6 | 66 |
| TOTAL U.S.: | 6,340 | 9,582 | 24,625 | 1,143 | 9,280 | 50,970 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 59 | 59 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | (4,165) | 0 | 244 | (3,921) |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | (4,165) | 0 | 303 | (3,862) |
| *EXPORT SALES: | 32,852 | 3,997 | 40,872 | 0 | 10,846 | 88,567 |
| **TOTAL AG SALES** | 39,192 | 13,579 | 61,332 | 1,143 | 20,429 | 135,675 |
| NON-AG U.S. | 9,172 | - | - | 661 | 284 | 10,117 |
| Canada | 0 | - | - | 0 | 22 | 22 |
| *Exports | 393 | - | - | 0 | 0 | 393 |
| **TOTAL NON-AG SALES** | 9,565 | - | - | 661 | 306 | 10,532 |
| **GRAND TOTAL** | **48,757** | **13,579** | **61,332** | **1,804** | **20,735** | **146,207** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JUNE 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 934 | 1,344 | 0 | 0 | 992 | 3,270 |
| Australia | 0 | 0 | 0 | 0 | 9 | 9 |
| Brazil | 0 | 2,653 | 13,139 | 0 | 484 | 16,276 |
| Chile | 10,293 | 0 | 0 | 0 | 3,417 | 13,710 |
| Columbia | 4,419 | 0 | 0 | 0 | 0 | 4,419 |
| Costa Rica | 0 | 0 | 264 | 0 | 6 | 270 |
| France | 0 | 0 | 16,044 | 0 | 0 | 16,044 |
| Holland | 0 | 0 | 11,425 | 0 | 0 | 11,425 |
| Japan | 2,299 | 0 | 0 | 0 | 5,707 | 8,006 |
| Mexico | 14,907 | 0 | 0 | 0 | 0 | 14,907 |
| Puerto Rico | 0 | 0 | 0 | 0 | 231 | 231 |
| TOTAL AG: | 32,852 | 3,997 | 40,872 | 0 | 10,846 | 88,567 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 390 | - | - | 0 | 0 | 390 |
| Puerto Rico | 3 | - | - | 0 | 0 | 3 |
| TOTAL NON-AG: | 393 | - | - | 0 | 0 | 393 |
| **TOTAL EXPORTS:** | **33,245** | **3,997** | **40,872** | **0** | **10,846** | **88,960** |

9/30/87 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**JULY 1987**

| AGRICULTURAL | | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|---|
| AL | Alabama | 426 | 62 | 594 | 943 | 132 | 2,157 |
| AK | Alaska | 0 | 61 | 0 | 0 | 0 | 61 |
| AZ | Arizona | 61 | 0 | 15 | 0 | 16 | 92 |
| AR | Arkansas | 0 | 0 | 2,545 | 0 | 37 | 2,582 |
| CA | California | 2,106 | 870 | 458 | 13 | 797 | 4,244 |
| CO | Colorado | 47 | 0 | 76 | 0 | 28 | 151 |
| CT | Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE | Delaware | 0 | 0 | 61 | 0 | 25 | 86 |
| FL | Florida | 1,487 | 717 | 136 | 90 | 2,271 | 4,701 |
| GA | Georgia | 1,366 | 605 | 630 | 1,368 | 1,904 | 5,873 |
| HI | Hawaii | 0 | 2,867 | 0 | 0 | 108 | 2,975 |
| ID | Idaho | 335 | 171 | 117 | 41 | 13 | 677 |
| IL | Illinois | 278 | 28,404 | 1,295 | 368 | 61 | 30,406 |
| IN | Indiana | 654 | 4,531 | 67 | 812 | 55 | 6,119 |
| IA | Iowa | (6) | 12,379 | 8,796 | 300 | 33 | 21,502 |
| KS | Kansas | 134 | 111 | 359 | 141 | 51 | 796 |
| KY | Kentucky | 7 | 5,918 | 10 | 12 | 29 | 5,976 |
| LA | Louisiana | 49 | 62 | 137 | 377 | 10 | 635 |
| ME | Maine | 0 | 0 | 36 | 0 | 0 | 36 |
| MD | Maryland | 0 | 0 | 115 | 30 | 25 | 170 |
| MA | Massachusetts | 0 | 0 | 28 | 0 | 14 | 42 |
| MI | Michigan | (541) | 7,035 | 660 | 0 | 38 | 7,192 |
| MN | Minnesota | 16 | 4,561 | 6,223 | 0 | 51 | 10,851 |
| MS | Mississippi | 0 | 918 | 15 | 2,826 | 0 | 3,759 |
| MO | Missouri | 188 | 93 | 5,636 | 239 | 27 | 6,183 |
| MT | Montana | 0 | 0 | 277 | 41 | 0 | 318 |
| NE | Nebraska | 213 | 16 | 298 | 93 | 63 | 683 |
| NV | Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH | New Hampshire | 0 | 0 | 0 | 0 | 25 | 25 |
| NJ | New Jersey | 0 | 62 | 57 | 97 | 99 | 315 |
| NM | New Mexico | 1,355 | 77 | 165 | 0 | 79 | 1,676 |
| NY | New York | 61 | 190 | 476 | 52 | 41 | 820 |
| NC | North Carolina | 1,901 | 124 | 372 | 1 | 485 | 2,883 |
| ND | North Dakota | 0 | 61 | 355 | 0 | 0 | 416 |
| OH | Ohio | 83 | 16,715 | 10,099 | 655 | 107 | 27,659 |
| OK | Oklahoma | 106 | 225 | 709 | 16 | 97 | 1,153 |
| OR | Oregon | 92 | 295 | 635 | 0 | 6 | 1,028 |
| PA | Pennsylvania | 259 | 0 | 424 | 302 | 61 | 1,046 |
| RI | Rhode Island | 0 | 34 | 0 | 0 | 50 | 84 |
| SC | South Carolina | 0 | 669 | 0 | 21 | 265 | 955 |
| SD | South Dakota | 0 | 16 | 163 | 0 | 0 | 179 |
| TN | Tennessee | 0 | 221 | 4,513 | 0 | 0 | 4,734 |
| TX | Texas | 1,109 | 892 | 1,281 | 274 | 304 | 3,860 |
| UT | Utah | 109 | 14 | 15 | 0 | 0 | 138 |
| VT | Vermont | 0 | 0 | 170 | 0 | 8 | 178 |
| VA | Virginia | 0 | 0 | 334 | 169 | 0 | 503 |
| WA | Washington | 15 | 128 | 140 | 67 | 28 | 378 |
| WV | West Virginia | 0 | 61 | 0 | 0 | 0 | 61 |
| WI | Wisconsin | 15 | 5,203 | 3,694 | 56 | 124 | 9,092 |
| WY | Wyoming | 30 | 0 | 352 | 0 | 0 | 382 |
| | TOTAL U.S.: | 11,955 | 94,368 | 52,538 | 9,404 | 7,567 | 175,832 |
| CANADA | | | | | | | |
| AB | Alberta | 0 | 0 | 350 | 126 | 0 | 476 |
| BC | Brit. Columbia | 0 | 0 | 68 | 10 | 0 | 78 |
| MB | Manitoba | 0 | 21 | 46 | 14 | 0 | 81 |
| NB | New Brunswick | 0 | 8 | 68 | 0 | 0 | 76 |
| NF | Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 0 | 0 | 649 | 0 | 0 | 649 |
| ON | Ontario | 0 | 5,032 | 3,292 | 62 | 222 | 8,608 |
| PE | Pr.Edward Isle | 0 | 0 | 1,052 | 0 | 0 | 1,052 |
| PQ | Quebec | 0 | 92 | 3,753 | 0 | 60 | 3,905 |
| SK | Saskatchewan | 0 | 1,500 | 2,169 | 0 | 0 | 3,669 |
| | TOTAL CAN: | 0 | 6,653 | 11,447 | 212 | 282 | 18,594 |
| *EXPORT SALES: | | 174,151 | 44,857 | 100,938 | 8,288 | 6,206 | 334,440 |
| **TOTAL AG SALES** | | 186,106 | 145,878 | 164,923 | 17,904 | 14,055 | 528,866 |
| NON-AG U.S. | | 23,592 | - | - | 6,048 | 262 | 29,902 |
| | Canada | 1,925 | - | - | 138 | 40 | 2,103 |
| | *Exports | 8,121 | - | - | 2,912 | 0 | 11,033 |
| **TOTAL NON-AG SALES** | | 33,638 | - | - | 9,098 | 302 | 43,038 |
| **GRAND TOTAL** | | **219,744** | **145,878** | **164,923** | **27,002** | **14,357** | **571,904** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**

**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**JULY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 9,066 | 0 | 2,485 | 11,551 |
| Bolivia | 0 | 0 | 2,005 | 0 | 0 | 2,005 |
| Brazil | 14,786 | 26,701 | 53,590 | 0 | 0 | 95,077 |
| Chile | 0 | 673 | 0 | 0 | 0 | 673 |
| China | 32,155 | 0 | 0 | 0 | 0 | 32,155 |
| Columbia | 0 | 4,085 | 0 | 0 | 0 | 4,085 |
| Costa Rica | 5,390 | 0 | 975 | 0 | 485 | 6,850 |
| Denmark | 12,459 | 0 | 0 | 0 | 0 | 12,459 |
| Dom. Republic | 0 | 0 | 3,505 | 0 | 121 | 3,626 |
| Ecuador | 0 | 0 | 842 | 0 | 0 | 842 |
| Guatemala | 3,499 | 0 | 0 | 0 | 0 | 3,499 |
| Holland | 0 | 0 | 18,968 | 0 | 0 | 18,968 |
| Honduras | 0 | 0 | 419 | 0 | 0 | 419 |
| Indonesia | 29,750 | 0 | 0 | 0 | 0 | 29,750 |
| Japan | 12,066 | 9,713 | 3,996 | 8,288 | 2,936 | 36,999 |
| Korea | 10,101 | 0 | 0 | 0 | 0 | 10,101 |
| Malaysia | 14,370 | 0 | 0 | 0 | 0 | 14,370 |
| Mexico | 14,982 | 0 | 0 | 0 | 19 | 15,001 |
| Panama | 0 | 0 | 1,481 | 0 | 160 | 1,641 |
| Peru | 4,318 | 0 | 0 | 0 | 0 | 4,318 |
| Switzerland | 20,275 | 3,685 | 6,075 | 0 | 0 | 30,035 |
| West Germany | 0 | 0 | 16 | 0 | 0 | 16 |
| TOTAL AG: | 174,151 | 44,857 | 100,938 | 8,288 | 6,206 | 334,440 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 4,178 | 0 | 0 | 0 | 0 | 4,178 |
| Korea | 126 | 0 | 0 | 0 | 0 | 126 |
| Mexico | 433 | 0 | 0 | 0 | 0 | 433 |
| Switzerland | 0 | 0 | 0 | 2,912 | 0 | 2,912 |
| United Kingdom | 50 | 0 | 0 | 0 | 0 | 50 |
| West Germany | 3,334 | 0 | 0 | 0 | 0 | 3,334 |
| TOTAL NON-AG: | 8,121 | 0 | 0 | 2,912 | 0 | 7,699 |
| **TOTAL EXPORTS:** | **182,272** | **44,857** | **100,938** | **11,200** | **6,206** | **342,139** |

**POTASH & PHOSPHATE INSTITUTE**
**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | JULY 1987 | JULY 1986 |
|---|---|---|---|
| AL | Alabama | 2,157 | 9,338 |
| AK | Alaska | 61 | 286 |
| AZ | Arizona | 92 | 91 |
| AR | Arkansas | 2,582 | 220 |
| CA | California | 4,244 | 2,663 |
| CO | Colorado | 151 | 102 |
| CT | Connecticut | 0 | 263 |
| DE | Delaware | 86 | 237 |
| FL | Florida | 4,701 | 5,561 |
| GA | Georgia | 5,873 | 5,294 |
| HI | Hawaii | 2,975 | 1,276 |
| ID | Idaho | 677 | 889 |
| IL | Illinois | 30,406 | 8,900 |
| IN | Indiana | 6,119 | 4,339 |
| IA | Iowa | 21,502 | 14,182 |
| KS | Kansas | 796 | 1,662 |
| KY | Kentucky | 5,976 | 6,579 |
| LA | Louisiana | 635 | 168 |
| ME | Maine | 36 | 130 |
| MD | Maryland | 170 | 240 |
| MA | Massachusetts | 42 | 178 |
| MI | Michigan | 7,192 | 5,511 |
| MN | Minnesota | 10,851 | 6,609 |
| MS | Mississippi | 3,759 | (930) |
| MO | Missouri | 6,183 | 9,768 |
| MT | Montana | 318 | 185 |
| NE | Nebraska | 683 | 530 |
| NV | Nevada | 0 | 15 |
| NH | New Hampshire | 25 | 36 |
| NJ | New Jersey | 315 | 332 |
| NM | New Mexico | 1,676 | 240 |
| NY | New York | 820 | 2,641 |
| NC | North Carolina | 2,883 | 3,675 |
| ND | North Dakota | 416 | 447 |
| OH | Ohio | 27,659 | 5,391 |
| OK | Oklahoma | 1,153 | 978 |
| OR | Oregon | 1,028 | 1,001 |
| PA | Pennsylvania | 1,046 | 2,186 |
| RI | Rhode Island | 84 | 0 |
| SC | South Carolina | 955 | 1,746 |
| SD | South Dakota | 179 | 32 |
| TN | Tennessee | 4,734 | 3,673 |
| TX | Texas | 3,860 | 5,737 |
| UT | Utah | 138 | 229 |
| VT | Vermont | 178 | 296 |
| VA | Virginia | 503 | 160 |
| WA | Washington | 378 | 348 |
| WV | West Virginia | 61 | 180 |
| WI | Wisconsin | 9,092 | 12,288 |
| WY | Wyoming | 382 | 61 |
| | TOTAL U.S.: | 175,832 | 125,963 |
| CANADA | | | |
| AB | Alberta | 476 | 85 |
| BC | Brit. Columbia | 78 | 6,241 |
| MB | Manitoba | 81 | (116) |
| NB | New Brunswick | 76 | 310 |
| NF | Newfoundland | 0 | 0 |
| NS | Nova Scotia | 649 | 0 |
| ON | Ontario | 8,608 | 2,318 |
| PE | Pr.Edward Isle | 1,052 | 64 |
| PQ | Quebec | 3,905 | 351 |
| SK | Saskatchewan | 3,669 | 72 |
| | TOTAL CAN: | 18,594 | 9,325 |
| EXPORT SALES: | | 334,440 | 355,313 |
| **TOTAL AGRICULTURAL** | | 528,866 | 490,601 |
| Non-Ag U.S. | | 29,902 | 24,765 |
| | Canada | 2,103 | 389 |
| | Exports | 11,033 | 3,800 |
| **TOTAL NON-AGRICULTURAL** | | 43,038 | 28,954 |
| **GRAND TOTAL** | | 571,904 | 519,555 |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JULY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 426 | 0 | 594 | 943 | 1,963 |
| AK Alaska | 0 | 61 | 0 | 0 | 61 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | 2,440 | 0 | 2,440 |
| CA California | 0 | 0 | 0 | 13 | 13 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 61 | 0 | 61 |
| FL Florida | 1,421 | 717 | 136 | 90 | 2,364 |
| GA Georgia | 1,212 | 605 | 630 | 1,368 | 3,815 |
| HI Hawaii | 0 | 2,737 | 0 | 0 | 2,737 |
| ID Idaho | 0 | 34 | 48 | 41 | 123 |
| IL Illinois | 278 | 28,404 | 1,295 | 368 | 30,345 |
| IN Indiana | 654 | 4,531 | 67 | 912 | 6,064 |
| IA Iowa | (61) | 12,192 | 8,612 | 300 | 21,043 |
| KS Kansas | 0 | 0 | 0 | 55 | 55 |
| KY Kentucky | 0 | 5,918 | 10 | 12 | 5,940 |
| LA Louisiana | 0 | 0 | 0 | 0 | 0 |
| ME Maine | 0 | 0 | 36 | 0 | 36 |
| MD Maryland | 0 | 0 | 115 | 30 | 145 |
| MA Massachusetts | 0 | 0 | 28 | 0 | 28 |
| MI Michigan | (541) | 7,035 | 660 | 0 | 7,154 |
| MN Minnesota | 0 | 4,561 | 6,207 | 0 | 10,768 |
| MS Mississippi | 0 | 918 | 0 | 2,826 | 3,744 |
| MO Missouri | 0 | 15 | 2,993 | 232 | 3,240 |
| MT Montana | 0 | 0 | 277 | 41 | 318 |
| NE Nebraska | 61 | 0 | 0 | 93 | 154 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 62 | 57 | 97 | 216 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 61 | 190 | 476 | 52 | 779 |
| NC North Carolina | 1,840 | 124 | 372 | 1 | 2,337 |
| ND North Dakota | 0 | 61 | 355 | 0 | 416 |
| OH Ohio | 83 | 16,715 | 10,099 | 655 | 27,552 |
| OK Oklahoma | 0 | 148 | 15 | 0 | 163 |
| OR Oregon | 31 | 96 | 351 | 0 | 478 |
| PA Pennsylvania | 243 | 0 | 424 | 302 | 969 |
| RI Rhode Island | 0 | 34 | 0 | 0 | 34 |
| SC South Carolina | 0 | 669 | 0 | 0 | 669 |
| SD South Dakota | 0 | 16 | 163 | 0 | 179 |
| TN Tennessee | 0 | 221 | 4,498 | 0 | 4,719 |
| TX Texas | 0 | 0 | (16) | 0 | (16) |
| UT Utah | 0 | 0 | 0 | 0 | 0 |
| VT Vermont | 0 | 0 | 170 | 0 | 170 |
| VA Virginia | 0 | 0 | 334 | 169 | 503 |
| WA Washington | 15 | 107 | 140 | 67 | 329 |
| WV West Virginia | 0 | 61 | 0 | 0 | 61 |
| WI Wisconsin | 0 | 5,203 | 3,694 | 56 | 8,953 |
| WY Wyoming | 0 | 0 | 352 | 0 | 352 |
| TOTAL U.S.: | 5,723 | 91,435 | 45,693 | 8,623 | 151,474 |
| CANADA | | | | | |
| AB Alberta | 0 | 0 | 350 | 126 | 476 |
| BC Brit. Columbia | 0 | 0 | 68 | 10 | 78 |
| MB Manitoba | 0 | 21 | 46 | 14 | 81 |
| NB New Brunswick | 0 | 8 | 68 | 0 | 76 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 649 | 0 | 649 |
| ON Ontario | 0 | 5,032 | 3,292 | 62 | 8,386 |
| PE Pr.Edward Isle | 0 | 0 | 1,052 | 0 | 1,052 |
| PQ Quebec | 0 | 92 | 3,753 | 0 | 3,845 |
| SK Saskatchewan | 0 | 1,500 | 2,169 | 0 | 3,669 |
| TOTAL CAN: | 0 | 6,653 | 11,447 | 212 | 18,312 |
| *EXPORT SALES: | 164,227 | 35,559 | 75,443 | 8,288 | 283,517 |
| **TOTAL AG SALES** | 169,950 | 133,647 | 132,583 | 17,123 | 453,303 |
| NON-AG U.S. | 13,772 | - | - | 5,170 | 18,942 |
| Canada | 1,925 | - | - | 138 | 2,063 |
| *Exports | 339 | - | - | 2,912 | 3,251 |
| **TOTAL NON-AG SALES** | 16,036 | - | - | 8,220 | 24,256 |
| **GRAND TOTAL** | **185,986** | **133,647** | **132,583** | **25,343** | **477,559** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**JULY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 0 | 9,066 | 0 | 9,066 |
| Brazil | 14,786 | 24,700 | 37,338 | 0 | 76,824 |
| China | 32,155 | 0 | 0 | 0 | 32,155 |
| Denmark | 12,459 | 0 | 0 | 0 | 12,459 |
| Guatemala | 3,499 | 0 | 0 | 0 | 3,499 |
| Holland | 0 | 0 | 18,968 | 0 | 18,968 |
| Indonesia | 29,750 | 0 | 0 | 0 | 29,750 |
| Japan | 12,066 | 7,174 | 3,996 | 8,288 | 31,524 |
| Korea | 10,101 | 0 | 0 | 0 | 10,101 |
| Malaysia | 14,370 | 0 | 0 | 0 | 14,370 |
| Mexico | 14,766 | 0 | 0 | 0 | 14,766 |
| Switzerland | 20,275 | 3,685 | 6,075 | 0 | 30,035 |
| TOTAL AG: | 164,227 | 35,559 | 75,443 | 8,288 | 283,517 |
| NON-AGRICULTURAL | | | | | |
| Japan | 163 | - | - | 0 | 163 |
| Korea | 126 | - | - | 0 | 126 |
| Switzerland | 0 | - | - | 2,912 | 2,912 |
| United Kingdom | 50 | - | - | 0 | 50 |
| TOTAL NON-AG: | 339 | - | - | 2,912 | 3,251 |
| **TOTAL EXPORTS:** | **164,566** | **35,559** | **75,443** | **11,200** | **286,768** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JULY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 0 | 62 | 0 | 0 | 132 | 194 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 61 | 0 | 15 | 0 | 16 | 92 |
| AR Arkansas | 0 | 0 | 105 | 0 | 37 | 142 |
| CA California | 2,106 | 870 | 458 | 0 | 797 | 4,231 |
| CO Colorado | 47 | 0 | 76 | 0 | 28 | 151 |
| CT Connecticut | 0 | 0 | 0 | 0 | 0 | 0 |
| DE Delaware | 0 | 0 | 0 | 0 | 25 | 25 |
| FL Florida | 66 | 0 | 0 | 0 | 2,271 | 2,337 |
| GA Georgia | 154 | 0 | 0 | 0 | 1,904 | 2,058 |
| HI Hawaii | 0 | 130 | 0 | 0 | 108 | 238 |
| ID Idaho | 335 | 137 | 69 | 0 | 13 | 554 |
| IL Illinois | 0 | 0 | 0 | 0 | 61 | 61 |
| IN Indiana | 0 | 0 | 0 | 0 | 55 | 55 |
| IA Iowa | 55 | 187 | 184 | 0 | 33 | 459 |
| KS Kansas | 134 | 111 | 359 | 86 | 51 | 741 |
| KY Kentucky | 7 | 0 | 0 | 0 | 29 | 36 |
| LA Louisiana | 49 | 62 | 137 | 377 | 10 | 635 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 25 | 25 |
| MA Massachusetts | 0 | 0 | 0 | 0 | 14 | 14 |
| MI Michigan | 0 | 0 | 0 | 0 | 38 | 38 |
| MN Minnesota | 16 | 0 | 16 | 0 | 51 | 83 |
| MS Mississippi | 0 | 0 | 15 | 0 | 0 | 15 |
| MO Missouri | 188 | 78 | 2,643 | 7 | 27 | 2,943 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 152 | 16 | 298 | 0 | 63 | 529 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 25 | 25 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 99 | 99 |
| NM New Mexico | 1,355 | 77 | 165 | 0 | 79 | 1,676 |
| NY New York | 0 | 0 | 0 | 0 | 41 | 41 |
| NC North Carolina | 61 | 0 | 0 | 0 | 485 | 546 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 107 | 107 |
| OK Oklahoma | 106 | 77 | 694 | 16 | 97 | 990 |
| OR Oregon | 61 | 199 | 284 | 0 | 6 | 550 |
| PA Pennsylvania | 16 | 0 | 0 | 0 | 61 | 77 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 50 | 50 |
| SC South Carolina | 0 | 0 | 0 | 21 | 265 | 286 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 15 | 0 | 0 | 15 |
| TX Texas | 1,109 | 892 | 1,297 | 274 | 304 | 3,876 |
| UT Utah | 109 | 14 | 15 | 0 | 0 | 138 |
| VT Vermont | 0 | 0 | 0 | 0 | 8 | 8 |
| VA Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WA Washington | 0 | 21 | 0 | 0 | 28 | 49 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 15 | 0 | 0 | 0 | 124 | 139 |
| WY Wyoming | 30 | 0 | 0 | 0 | 0 | 30 |
| TOTAL U.S.: | 6,232 | 2,933 | 6,845 | 781 | 7,567 | 24,358 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 222 | 222 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 60 | 60 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 282 | 282 |
| *EXPORT SALES: | 9,924 | 9,298 | 25,495 | 0 | 6,206 | 50,923 |
| **TOTAL AG SALES** | 16,156 | 12,231 | 32,340 | 781 | 14,055 | 75,563 |
| NON-AG U.S. | 9,820 | - | - | 878 | 262 | 10,960 |
| Canada | 0 | - | - | 0 | 40 | 40 |
| *Exports | 7,782 | - | - | 0 | 0 | 7,782 |
| **TOTAL NON-AG SALES** | 17,602 | - | - | 878 | 302 | 18,782 |
| **GRAND TOTAL** | **33,758** | **12,231** | **32,340** | **1,659** | **14,357** | **94,345** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**JULY 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Australia | 0 | 0 | 0 | 0 | 2,485 | 2,485 |
| Bolivia | 0 | 0 | 2,005 | 0 | 0 | 2,005 |
| Brazil | 0 | 2,001 | 16,252 | 0 | 0 | 18,253 |
| Chile | 0 | 673 | 0 | 0 | 0 | 673 |
| Columbia | 0 | 4,085 | 0 | 0 | 0 | 4,085 |
| Costa Rica | 5,390 | 0 | 975 | 0 | 485 | 6,850 |
| Dom. Republic | 0 | 0 | 3,505 | 0 | 121 | 3,626 |
| Ecuador | 0 | 0 | 842 | 0 | 0 | 842 |
| Honduras | 0 | 0 | 419 | 0 | 0 | 419 |
| Japan | 0 | 2,539 | 0 | 0 | 2,936 | 5,475 |
| Mexico | 216 | 0 | 0 | 0 | 19 | 235 |
| Panama | 0 | 0 | 1,481 | 0 | 160 | 1,641 |
| Peru | 4,318 | 0 | 0 | 0 | 0 | 4,318 |
| West Germany | 0 | 0 | 16 | 0 | 0 | 16 |
| TOTAL AG: | 9,924 | 9,298 | 25,495 | 0 | 6,206 | 50,923 |
| NON-AGRICULTURAL | | | | | | |
| Japan | 4,015 | - | - | 0 | 0 | 4,015 |
| Mexico | 433 | - | - | 0 | 0 | 433 |
| West Germany | 3,334 | - | - | 0 | 0 | 3,334 |
| TOTAL NON-AG: | 7,782 | - | - | 0 | 0 | 7,782 |
| **TOTAL EXPORTS:** | **17,706** | **9,298** | **25,495** | **0** | **6,206** | **58,705** |

10/26/87 A8720-1

**POTASH & PHOSPHATE INSTITUTE**

**NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)**

| AGRICULTURAL STATE | | AUGUST 1987 | AUGUST 1986 | JUL-AUG 1987/88 | JUL-AUG 1986/87 |
|---|---|---|---|---|---|
| AL | Alabama | 6,999 | 3,611 | 9,156 | 12,949 |
| AK | Alaska | 0 | 274 | 61 | 560 |
| AZ | Arizona | 77 | 40 | 169 | 131 |
| AR | Arkansas | 837 | 224 | 3,419 | 444 |
| CA | California | 3,458 | 2,096 | 7,702 | 4,759 |
| CO | Colorado | 170 | 305 | 321 | 407 |
| CT | Connecticut | 260 | 69 | 260 | 332 |
| DE | Delaware | 622 | 69 | 708 | 306 |
| FL | Florida | 16,754 | 6,623 | 21,455 | 12,184 |
| GA | Georgia | 16,927 | 8,911 | 22,800 | 14,205 |
| HI | Hawaii | 0 | 58 | 2,975 | 1,334 |
| ID | Idaho | 1,435 | 949 | 2,112 | 1,838 |
| IL | Illinois | 84,183 | 91,735 | 114,589 | 100,635 |
| IN | Indiana | 45,861 | 14,526 | 51,980 | 18,865 |
| IA | Iowa | 45,618 | 31,312 | 67,120 | 45,494 |
| KS | Kansas | 2,326 | 2,171 | 3,122 | 3,833 |
| KY | Kentucky | 6,876 | 6,123 | 12,852 | 12,702 |
| LA | Louisiana | 112 | 1,120 | 747 | 1,288 |
| ME | Maine | 0 | 37 | 36 | 167 |
| MD | Maryland | 549 | 281 | 719 | 521 |
| MA | Massachusetts | 154 | 61 | 196 | 239 |
| MI | Michigan | 8,864 | 7,902 | 16,056 | 13,413 |
| MN | Minnesota | 25,612 | 16,088 | 36,463 | 22,697 |
| MS | Mississippi | 1,004 | 82 | 4,763 | (848) |
| MO | Missouri | 27,960 | 20,540 | 34,143 | 30,308 |
| MT | Montana | 548 | 645 | 866 | 830 |
| NE | Nebraska | 1,961 | 553 | 2,644 | 1,083 |
| NV | Nevada | 0 | 0 | 0 | 15 |
| NH | New Hampshire | 68 | 30 | 93 | 66 |
| NJ | New Jersey | 281 | 550 | 596 | 882 |
| NM | New Mexico | 118 | 226 | 1,794 | 466 |
| NY | New York | 2,260 | 1,741 | 3,080 | 4,382 |
| NC | North Carolina | 1,450 | 1,393 | 4,333 | 5,068 |
| ND | North Dakota | 2,847 | 1,734 | 3,263 | 2,181 |
| OH | Ohio | 42,967 | 41,290 | 70,626 | 46,681 |
| OK | Oklahoma | 2,349 | 2,041 | 3,502 | 3,019 |
| OR | Oregon | 1,388 | 1,350 | 2,416 | 2,351 |
| PA | Pennsylvania | 2,318 | 2,272 | 3,364 | 4,458 |
| RI | Rhode Island | 0 | 60 | 84 | 60 |
| SC | South Carolina | 2,506 | 15,749 | 3,461 | 17,495 |
| SD | South Dakota | 964 | 272 | 1,143 | 304 |
| TN | Tennessee | 1,892 | 6,217 | 6,626 | 9,890 |
| TX | Texas | 4,674 | 5,939 | 8,534 | 11,676 |
| UT | Utah | 1,419 | 510 | 1,557 | 739 |
| VT | Vermont | 147 | 243 | 325 | 539 |
| VA | Virginia | 1,702 | 331 | 2,205 | 491 |
| WA | Washington | 859 | 2,574 | 1,237 | 2,922 |
| WV | West Virginia | 0 | 88 | 61 | 268 |
| WI | Wisconsin | 15,769 | 17,469 | 24,861 | 29,757 |
| WY | Wyoming | 149 | 100 | 531 | 161 |
| | TOTAL U.S.: | 385,294 | 318,584 | 561,126 | 444,547 |
| CANADA | | | | | |
| AB | Alberta | 370 | 875 | 846 | 960 |
| BC | Brit. Columbia | 119 | 37 | 197 | 6,278 |
| MB | Manitoba | 309 | 832 | 390 | 716 |
| NB | New Brunswick | 563 | 96 | 639 | 406 |
| NF | Newfoundland | 0 | 0 | 0 | 0 |
| NS | Nova Scotia | 63 | 79 | 712 | 79 |
| ON | Ontario | 13,681 | 10,131 | 22,289 | 12,449 |
| PE | Pr.Edward Isle | 63 | 117 | 1,115 | 181 |
| PQ | Quebec | 2,455 | 1,076 | 6,360 | 1,427 |
| SK | Saskatchewan | 6,316 | 203 | 9,985 | 275 |
| | TOTAL CAN: | 23,939 | 13,446 | 42,533 | 22,771 |
| EXPORT SALES: | | 349,094 | 203,368 | 683,534 | 558,681 |
| **TOTAL AGRICULTURAL** | | 758,327 | 535,398 | 1,287,193 | 1,025,999 |
| Non-Ag | U.S. | 29,340 | 24,861 | 59,242 | 49,626 |
| | Canada | 1,301 | 1,518 | 3,404 | 1,907 |
| | Exports | 906 | 432 | 11,939 | 4,232 |
| **TOTAL NON-AGRICULTURAL** | | 31,547 | 26,811 | 74,585 | 55,765 |
| **GRAND TOTAL.....** | | **789,874** | **562,209** | **1,361,778** | **1,081,764** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)**

**AUGUST 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 983 | 685 | 5,185 | 0 | 146 | 6,999 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 30 | 0 | 47 | 0 | 0 | 77 |
| AR Arkansas | 0 | 0 | 832 | 0 | 5 | 837 |
| CA California | 1,103 | 1,123 | 715 | 0 | 517 | 3,458 |
| CO Colorado | 62 | 0 | 46 | 27 | 35 | 170 |
| CT Connecticut | 0 | 62 | 176 | 0 | 22 | 260 |
| DE Delaware | 0 | 0 | 622 | 0 | 0 | 622 |
| FL Florida | 6,667 | 3,481 | 4,053 | 1,009 | 1,544 | 16,754 |
| GA Georgia | 2,200 | 607 | 13,494 | 310 | 316 | 16,927 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 67 | 819 | 549 | 0 | 0 | 1,435 |
| IL Illinois | 1,332 | 75,904 | 4,384 | 2,514 | 49 | 84,183 |
| IN Indiana | 702 | 32,598 | 8,469 | 4,059 | 33 | 45,861 |
| IA Iowa | 121 | 29,163 | 13,701 | 2,633 | 0 | 45,618 |
| KS Kansas | 161 | 440 | 1,344 | 300 | 81 | 2,326 |
| KY Kentucky | 0 | 5,090 | 1,786 | 0 | 0 | 6,876 |
| LA Louisiana | 0 | 16 | 86 | 0 | 10 | 112 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 519 | 30 | 0 | 549 |
| MA Massachusetts | 0 | 0 | 120 | 34 | 0 | 154 |
| MI Michigan | 0 | 4,426 | 4,226 | 131 | 81 | 8,864 |
| MN Minnesota | 138 | 10,880 | 13,388 | 1,138 | 68 | 25,612 |
| MS Mississippi | 0 | 0 | 63 | 936 | 5 | 1,004 |
| MO Missouri | 1,994 | 5,955 | 19,259 | 747 | 5 | 27,960 |
| MT Montana | 0 | 58 | 345 | 145 | 0 | 548 |
| NE Nebraska | 60 | 90 | 1,476 | 203 | 132 | 1,961 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 68 | 0 | 0 | 68 |
| NJ New Jersey | 0 | 159 | 41 | 81 | 0 | 281 |
| NM New Mexico | 0 | 0 | 61 | 0 | 57 | 118 |
| NY New York | 0 | 39 | 1,970 | 251 | 0 | 2,260 |
| NC North Carolina | 291 | 487 | 361 | 59 | 252 | 1,450 |
| ND North Dakota | 0 | 927 | 1,920 | 0 | 0 | 2,847 |
| OH Ohio | 1,878 | 29,771 | 9,274 | 2,044 | 0 | 42,967 |
| OK Oklahoma | 226 | 140 | 1,688 | 175 | 120 | 2,349 |
| OR Oregon | 154 | 374 | 831 | 0 | 29 | 1,388 |
| PA Pennsylvania | 393 | 181 | 1,303 | 242 | 199 | 2,318 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 234 | 1,094 | 1,091 | 0 | 87 | 2,506 |
| SD South Dakota | 0 | 408 | 556 | 0 | 0 | 964 |
| TN Tennessee | 0 | (34) | 1,900 | 0 | 26 | 1,892 |
| TX Texas | 696 | 1,837 | 1,634 | 224 | 283 | 4,674 |
| UT Utah | 1,256 | 96 | 67 | 0 | 0 | 1,419 |
| VT Vermont | 0 | 0 | 147 | 0 | 0 | 147 |
| VA Virginia | 0 | 307 | 418 | 705 | 272 | 1,702 |
| WA Washington | 59 | 218 | 479 | 103 | 0 | 859 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 13 | 11,822 | 3,519 | 356 | 59 | 15,769 |
| WY Wyoming | 0 | 15 | 122 | 0 | 12 | 149 |
| TOTAL U.S.: | 20,820 | 219,238 | 122,335 | 18,456 | 4,445 | 385,294 |
| CANADA | | | | | | |
| AB Alberta | 17 | 0 | 403 | (50) | 0 | 370 |
| BC Brit. Columbia | 0 | 0 | 119 | 0 | 0 | 119 |
| MB Manitoba | 0 | 73 | 236 | 0 | 0 | 309 |
| NB New Brunswick | 0 | 0 | 563 | 0 | 0 | 563 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 63 | 0 | 0 | 63 |
| ON Ontario | 14 | 11,964 | 1,635 | 22 | 46 | 13,681 |
| PE Pr.Edward Isle | 0 | 0 | 63 | 0 | 0 | 63 |
| PQ Quebec | 0 | 688 | 1,703 | 0 | 64 | 2,455 |
| SK Saskatchewan | 0 | 0 | 6,316 | 0 | 0 | 6,316 |
| TOTAL CAN: | 31 | 12,725 | 11,101 | (28) | 110 | 23,939 |
| *EXPORT SALES: | 173,329 | 20,592 | 125,833 | 9,895 | 19,445 | 349,094 |
| **TOTAL AG SALES** | 194,180 | 252,555 | 259,269 | 28,323 | 24,000 | 758,327 |
| NON-AG U.S. | 21,398 | - | - | 7,295 | 647 | 29,340 |
| Canada | 1,128 | - | - | 168 | 5 | 1,301 |
| *Exports | 906 | - | - | 0 | 0 | 906 |
| **TOTAL NON-AG SALES** | 23,432 | - | - | 7,463 | 652 | 31,547 |
| **GRAND TOTAL** | **217,612** | **252,555** | **259,269** | **35,786** | **24,652** | **789,874** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)**

**AUGUST 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 518 | 518 |
| Australia | 0 | 5,680 | 17,672 | 0 | 0 | 23,352 |
| Bangladesh | 42,081 | 0 | 0 | 0 | 0 | 42,081 |
| Brazil | 13,197 | 7,373 | 76,265 | 0 | 0 | 96,835 |
| Chile | 0 | 0 | 0 | 0 | 3,307 | 3,307 |
| China | 1,345 | 0 | 0 | 0 | 8,502 | 9,847 |
| Columbia | 4,400 | 0 | 0 | 0 | 848 | 5,248 |
| Costa Rica | 0 | 0 | 1,984 | 0 | 1,344 | 3,328 |
| Denmark | 7,686 | 0 | 0 | 0 | 0 | 7,686 |
| Dom. Republic | 0 | 0 | 2,976 | 0 | 275 | 3,251 |
| Ecuador | 0 | 1,389 | 2,034 | 0 | 812 | 4,235 |
| Guatemala | 0 | 0 | 0 | 0 | 121 | 121 |
| Holland | 6,292 | 0 | 7,701 | 0 | 0 | 13,993 |
| Indonesia | 11,756 | 0 | 0 | 0 | 0 | 11,756 |
| Japan | 9,904 | 6,150 | 3,581 | 9,895 | 2,991 | 32,521 |
| Korea | 14,824 | 0 | 0 | 0 | 0 | 14,824 |
| Malaysia | 29,436 | 0 | 0 | 0 | 0 | 29,436 |
| Mexico | 176 | 0 | 0 | 0 | 0 | 176 |
| Norway | 10,137 | 0 | 0 | 0 | 0 | 10,137 |
| Peru | 4,313 | 0 | 0 | 0 | 0 | 4,313 |
| Philippines | 12,606 | 0 | 0 | 0 | 0 | 12,606 |
| South Africa | 0 | 0 | 6,696 | 0 | 0 | 6,696 |
| Spain | 0 | 0 | 0 | 0 | 727 | 727 |
| Sri Lanka | 5,176 | 0 | 0 | 0 | 0 | 5,176 |
| Venezuela | 0 | 0 | 6,924 | 0 | 0 | 6,924 |
| TOTAL AG: | 173,329 | 20,592 | 125,833 | 9,895 | 19,445 | 349,094 |
| NON-AGRICULTURAL | | | | | | |
| Korea | 175 | - | - | 0 | 0 | 175 |
| Malaysia | 138 | - | - | 0 | 0 | 138 |
| Mexico | 290 | - | - | 0 | 0 | 290 |
| Sweden | 278 | - | - | 0 | 0 | 278 |
| West Germany | 25 | - | - | 0 | 0 | 25 |
| TOTAL NON-AG: | 906 | - | - | 0 | 0 | 906 |
| **TOTAL EXPORTS** | **174,235** | **20,592** | **125,833** | **9,895** | **19,445** | **350,000** |

**POTASH & PHOSPHATE INSTITUTE**
**POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)**
**AUGUST 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| AL Alabama | 976 | 607 | 5,185 | 0 | 6,768 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 0 | 0 | 0 | 0 | 0 |
| AR Arkansas | 0 | 0 | (78) | 0 | (78) |
| CA California | 0 | 0 | 0 | 0 | 0 |
| CO Colorado | 0 | 0 | 0 | 0 | 0 |
| CT Connecticut | 0 | 62 | 176 | 0 | 238 |
| DE Delaware | 0 | 0 | 622 | 0 | 622 |
| FL Florida | 6,596 | 3,481 | 4,053 | 1,009 | 15,139 |
| GA Georgia | 2,200 | 607 | 13,494 | 310 | 16,611 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 0 | 4 | 480 | 0 | 484 |
| IL Illinois | 1,021 | 74,153 | 2,522 | 2,514 | 80,210 |
| IN Indiana | 702 | 32,598 | 7,510 | 4,059 | 44,869 |
| IA Iowa | 61 | 29,099 | 13,093 | 2,633 | 44,886 |
| KS Kansas | 0 | 0 | 50 | 82 | 132 |
| KY Kentucky | 0 | 5,090 | 1,786 | 0 | 6,876 |
| LA Louisiana | 0 | 0 | (21) | 0 | (21) |
| ME Maine | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 519 | 30 | 549 |
| MA Massachusetts | 0 | 0 | 120 | 0 | 120 |
| MI Michigan | 0 | 4,426 | 4,226 | 131 | 8,783 |
| MN Minnesota | 122 | 10,880 | 13,388 | 1,138 | 25,528 |
| MS Mississippi | 0 | 0 | 0 | 936 | 936 |
| MO Missouri | 0 | 4,197 | 11,371 | 713 | 16,281 |
| MT Montana | 0 | 58 | 345 | 145 | 548 |
| NE Nebraska | 0 | 90 | 937 | 203 | 1,230 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 68 | 0 | 68 |
| NJ New Jersey | 0 | 159 | 41 | 81 | 281 |
| NM New Mexico | 0 | 0 | 0 | 0 | 0 |
| NY New York | 0 | 39 | 1,970 | 251 | 2,260 |
| NC North Carolina | 291 | 487 | 361 | 59 | 1,198 |
| ND North Dakota | 0 | 927 | 1,920 | 0 | 2,847 |
| OH Ohio | 1,878 | 29,771 | 9,274 | 2,044 | 42,967 |
| OK Oklahoma | 0 | 0 | 271 | 91 | 362 |
| OR Oregon | 0 | 204 | 415 | 0 | 619 |
| PA Pennsylvania | 363 | 181 | 1,303 | 217 | 2,064 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 234 | 1,094 | 1,091 | 0 | 2,419 |
| SD South Dakota | 0 | 408 | 556 | 0 | 964 |
| TN Tennessee | 0 | (34) | 1,884 | 0 | 1,850 |
| TX Texas | 0 | 0 | 0 | 0 | 0 |
| UT Utah | 1,243 | 0 | 0 | 0 | 1,243 |
| VT Vermont | 0 | 0 | 147 | 0 | 147 |
| VA Virginia | 0 | 307 | 418 | 705 | 1,430 |
| WA Washington | 45 | 218 | 479 | 103 | 845 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 13 | 11,822 | 3,519 | 356 | 15,710 |
| WY Wyoming | 0 | 0 | 92 | 0 | 92 |
| TOTAL U.S.: | 15,745 | 210,935 | 103,587 | 17,810 | 348,077 |
| CANADA | | | | | |
| AB Alberta | 17 | 0 | 403 | (50) | 370 |
| BC Brit. Columbia | 0 | 0 | 119 | 0 | 119 |
| MB Manitoba | 0 | 73 | 236 | 0 | 309 |
| NB New Brunswick | 0 | 0 | 563 | 0 | 563 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 63 | 0 | 63 |
| ON Ontario | 14 | 11,964 | 1,635 | 22 | 13,635 |
| PE Pr.Edward Isle | 0 | 0 | 63 | 0 | 63 |
| PQ Quebec | 0 | 688 | 1,703 | 0 | 2,391 |
| SK Saskatchewan | 0 | 0 | 6,316 | 0 | 6,316 |
| TOTAL CAN: | 31 | 12,725 | 11,101 | (28) | 23,829 |
| *EXPORT SALES: | 159,647 | 19,203 | 64,478 | 9,895 | 253,223 |
| **TOTAL AG SALES** | 175,423 | 242,863 | 179,166 | 27,677 | 625,129 |
| NON-AG U.S. | 10,373 | - | - | 6,573 | 16,946 |
| Canada | 1,128 | - | - | 168 | 1,296 |
| *Exports | 338 | - | - | 0 | 338 |
| **TOTAL NON-AG** | 11,839 | - | - | 6,741 | 18,580 |
| **GRAND TOTAL** | **187,262** | **242,863** | **179,166** | **34,418** | **643,709** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)**

**AUGUST 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | TOTAL |
|---|---|---|---|---|---|
| Australia | 0 | 5,680 | 17,672 | 0 | 23,352 |
| Bangladesh | 42,081 | 0 | 0 | 0 | 42,081 |
| Brazil | 8,404 | 7,373 | 28,828 | 0 | 44,605 |
| China | 1,345 | 0 | 0 | 0 | 1,345 |
| Denmark | 7,686 | 0 | 0 | 0 | 7,686 |
| Holland | 6,292 | 0 | 7,701 | 0 | 13,993 |
| Indonesia | 11,756 | 0 | 0 | 0 | 11,756 |
| Japan | 9,904 | 6,150 | 3,581 | 9,895 | 29,530 |
| Korea | 14,824 | 0 | 0 | 0 | 14,824 |
| Malaysia | 29,436 | 0 | 0 | 0 | 29,436 |
| Norway | 10,137 | 0 | 0 | 0 | 10,137 |
| Philippines | 12,606 | 0 | 0 | 0 | 12,606 |
| South Africa | 0 | 0 | 6,696 | 0 | 6,696 |
| Sri Lanka | 5,176 | 0 | 0 | 0 | 5,176 |
| TOTAL AG: | 159,647 | 19,203 | 64,478 | 9,895 | 253,223 |
| NON-AGRICULTURAL | | | | | |
| Korea | 175 | - | - | 0 | 175 |
| Malaysia | 138 | - | - | 0 | 138 |
| West Germany | 25 | - | - | 0 | 25 |
| TOTAL NON-AG: | 338 | - | - | 0 | 338 |
| **TOTAL EXPORTS:** | **159,985** | **19,203** | **64,478** | **9,895** | **253,561** |

**POTASH & PHOSPHATE INSTITUTE**

**POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)**

**AUGUST 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| AL Alabama | 7 | 78 | 0 | 0 | 146 | 231 |
| AK Alaska | 0 | 0 | 0 | 0 | 0 | 0 |
| AZ Arizona | 30 | 0 | 47 | 0 | 0 | 77 |
| AR Arkansas | 0 | 0 | 910 | 0 | 5 | 915 |
| CA California | 1,103 | 1,123 | 715 | 0 | 517 | 3,458 |
| CO Colorado | 62 | 0 | 46 | 27 | 35 | 170 |
| CT Connecticut | 0 | 0 | 0 | 0 | 22 | 22 |
| DE Delaware | 0 | 0 | 0 | 0 | 0 | 0 |
| FL Florida | 71 | 0 | 0 | 0 | 1,544 | 1,615 |
| GA Georgia | 0 | 0 | 0 | 0 | 316 | 316 |
| HI Hawaii | 0 | 0 | 0 | 0 | 0 | 0 |
| ID Idaho | 67 | 815 | 69 | 0 | 0 | 951 |
| IL Illinois | 311 | 1,751 | 1,862 | 0 | 49 | 3,973 |
| IN Indiana | 0 | 0 | 959 | 0 | 33 | 992 |
| IA Iowa | 60 | 64 | 608 | 0 | 0 | 732 |
| KS Kansas | 161 | 440 | 1,294 | 218 | 81 | 2,194 |
| KY Kentucky | 0 | 0 | 0 | 0 | 0 | 0 |
| LA Louisiana | 0 | 16 | 107 | 0 | 10 | 133 |
| ME Maine | 0 | 0 | 0 | 0 | 0 | 0 |
| MD Maryland | 0 | 0 | 0 | 0 | 0 | 0 |
| MA Massachusetts | 0 | 0 | 0 | 34 | 0 | 34 |
| MI Michigan | 0 | 0 | 0 | 0 | 81 | 81 |
| MN Minnesota | 16 | 0 | 0 | 0 | 68 | 84 |
| MS Mississippi | 0 | 0 | 63 | 0 | 5 | 68 |
| MO Missouri | 1,994 | 1,758 | 7,888 | 34 | 5 | 11,679 |
| MT Montana | 0 | 0 | 0 | 0 | 0 | 0 |
| NE Nebraska | 60 | 0 | 539 | 0 | 132 | 731 |
| NV Nevada | 0 | 0 | 0 | 0 | 0 | 0 |
| NH New Hampshire | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ New Jersey | 0 | 0 | 0 | 0 | 0 | 0 |
| NM New Mexico | 0 | 0 | 61 | 0 | 57 | 118 |
| NY New York | 0 | 0 | 0 | 0 | 0 | 0 |
| NC North Carolina | 0 | 0 | 0 | 0 | 252 | 252 |
| ND North Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| OH Ohio | 0 | 0 | 0 | 0 | 0 | 0 |
| OK Oklahoma | 226 | 140 | 1,417 | 84 | 120 | 1,987 |
| OR Oregon | 154 | 170 | 416 | 0 | 29 | 769 |
| PA Pennsylvania | 30 | 0 | 0 | 25 | 199 | 254 |
| RI Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 |
| SC South Carolina | 0 | 0 | 0 | 0 | 87 | 87 |
| SD South Dakota | 0 | 0 | 0 | 0 | 0 | 0 |
| TN Tennessee | 0 | 0 | 16 | 0 | 26 | 42 |
| TX Texas | 696 | 1,837 | 1,634 | 224 | 283 | 4,674 |
| UT Utah | 13 | 96 | 67 | 0 | 0 | 176 |
| VT Vermont | 0 | 0 | 0 | 0 | 0 | 0 |
| VA Virginia | 0 | 0 | 0 | 0 | 272 | 272 |
| WA Washington | 14 | 0 | 0 | 0 | 0 | 14 |
| WV West Virginia | 0 | 0 | 0 | 0 | 0 | 0 |
| WI Wisconsin | 0 | 0 | 0 | 0 | 59 | 59 |
| WY Wyoming | 0 | 15 | 30 | 0 | 12 | 57 |
| TOTAL U.S.: | 5,075 | 8,303 | 18,748 | 646 | 4,445 | 37,217 |
| CANADA | | | | | | |
| AB Alberta | 0 | 0 | 0 | 0 | 0 | 0 |
| BC Brit. Columbia | 0 | 0 | 0 | 0 | 0 | 0 |
| MB Manitoba | 0 | 0 | 0 | 0 | 0 | 0 |
| NB New Brunswick | 0 | 0 | 0 | 0 | 0 | 0 |
| NF Newfoundland | 0 | 0 | 0 | 0 | 0 | 0 |
| NS Nova Scotia | 0 | 0 | 0 | 0 | 0 | 0 |
| ON Ontario | 0 | 0 | 0 | 0 | 46 | 46 |
| PE Pr.Edward Isle | 0 | 0 | 0 | 0 | 0 | 0 |
| PQ Quebec | 0 | 0 | 0 | 0 | 64 | 64 |
| SK Saskatchewan | 0 | 0 | 0 | 0 | 0 | 0 |
| TOTAL CAN: | 0 | 0 | 0 | 0 | 110 | 110 |
| *EXPORT SALES: | 13,682 | 1,389 | 61,355 | 0 | 19,445 | 95,871 |
| **TOTAL AG SALES** | 18,757 | 9,692 | 80,103 | 646 | 24,000 | 133,198 |
| NON-AG U.S. | 11,025 | - | - | 722 | 647 | 12,394 |
| Canada | 0 | - | - | 0 | 5 | 5 |
| *Exports | 568 | - | - | 0 | 0 | 568 |
| **TOTAL NON-AG SALES** | 11,593 | - | - | 722 | 652 | 12,967 |
| **GRAND TOTAL** | **30,350** | **9,692** | **80,103** | **1,368** | **24,652** | **146,165** |

*Exports listed on reverse.

**POTASH & PHOSPHATE INSTITUTE**
**EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)**

**AUGUST 1987**

| AGRICULTURAL | STANDARD | COARSE | GRANULAR | SOLUBLE | SULPHATES | TOTAL |
|---|---|---|---|---|---|---|
| Argentina | 0 | 0 | 0 | 0 | 518 | 518 |
| Brazil | 4,793 | 0 | 47,437 | 0 | 0 | 52,230 |
| Chile | 0 | 0 | 0 | 0 | 3,307 | 3,307 |
| China | 0 | 0 | 0 | 0 | 8,502 | 8,502 |
| Columbia | 4,400 | 0 | 0 | 0 | 848 | 5,248 |
| Costa Rica | 0 | 0 | 1,984 | 0 | 1,344 | 3,328 |
| Dom. Republic | 0 | 0 | 2,976 | 0 | 275 | 3,251 |
| Ecuador | 0 | 1,389 | 2,034 | 0 | 812 | 4,235 |
| Guatemala | 0 | 0 | 0 | 0 | 121 | 121 |
| Japan | 0 | 0 | 0 | 0 | 2,991 | 2,991 |
| Mexico | 176 | 0 | 0 | 0 | 0 | 176 |
| Peru | 4,313 | 0 | 0 | 0 | 0 | 4,313 |
| Spain | 0 | 0 | 0 | 0 | 727 | 727 |
| Venezuela | 0 | 0 | 6,924 | 0 | 0 | 6,924 |
| TOTAL AG: | 13,682 | 1,389 | 61,355 | 0 | 19,445 | 95,871 |
| NON-AGRICULTURAL | | | | | | |
| Mexico | 290 | - | - | 0 | 0 | 290 |
| Sweden | 278 | - | - | 0 | 0 | 278 |
| TOTAL NON-AG: | 568 | - | - | 0 | 0 | 568 |
| **TOTAL EXPORTS** | **14,250** | **1,389** | **61,355** | **0** | **19,445** | **96,439** |